American Perfumer and Essential Dil Review

PERFUMER 14 CLIFF ST., NEW YORK

JUNE NINETEEN TWENTY-FOUR



COMPANY





American Can Company







OTTO OF ROSE D'OR

A rigorous appraisement of Otto of Rose may avail itself perhaps of the coadjuvancy of chemical and physical mensuration yet the determining factor must ever be the cogently practical resultant as exemplified in the completed perfume.

OTTO OF ROSE D'OR triumphantly meets the closest scrutiny whether it be that of scientific analysis, of odor test or of ultimate accomplishment. For many years the name has stood consistently for the finest Otto of Rose producible. It is a guarantee not merely of a good Otto of Rose but of the best.

Ungerer & Co. - - - New York Botu Pappazoglou & Co. - Kazanlik, Bulgaria

Copyright 1923, Ungerer & Co.

DIANTHINE

CHUIT-NAEF

Of all the countless number of perfume bases which have been introduced, most are practically worthless, many are good and useful, but only a few are indispensable.

Dianthine, Chuit-Naef, has a proven place among these last. Its creation added a new note to the gamut of odors and one as universally valuable in its way as are those of the rose and the jasmine.

To give a list of the compositions which owe something to the soft yet exquisitely spicy aroma of Dianthine would be to compile an Almanach de Gotha of perfume royalty. The perfumer who has not yet investigated its full possibilities still has a treat in store.

UNGERER & COMPANY
M. NAEF & COMPANY

NEW YORK GENEVA

Copyright 1924, Ungerer & Co.





Orris

Oil Orris Concrete No. 1503

Made from finest Florentine root. Guaranteed FIVE TIMES as strong as Standard Butter of Orris.

Absolutely pure and free from all trace of synthetic violet products.

Acknowledged to be the greatest Orris value by practical Perfumers.

\$12.00 Oz.

Oil Orris Concrete "W. J. B."

Butter of Orris of standard strength.
ABSOLUTELY PURE. Free from synthetics.
\$2.50 Oz.

Oleo Resin Orris

A pure fluid Oleo Resin made from selected Florentine root containing all the Essential Oil and odoriferous Resins contained in the root—and nothing else!

\$6.00 Lb.

"ye Oldeste Essence Distillers"

W.J.Bush & Co.

370 Seventh Avenue

Chicago Office 1018 S. Wabash Avenue

Works: Linden, N. J.

New York

Montreal Office 394 St. Paul Street W.

National City, California

The Change Has Come

PRICES for Rose and Orangeflower products, with the new crop close to the end, have advanced to quite a considerable extent. We have, on different occasions, called the attention of our customers to the very low figure at which the Rose Absolute, particularly, was sold last year, and also the Neroli, and those of our customers who placed their orders at that time, will derive considerable benefit from it. Our new price list will give our customers the change in prices, and we will be glad to answer any inquiry while the price list is being prepared.

OIL BOIS DE ROSE (ROSEWOOD)
This oil has doubled in price. The advance, to the largest part, is speculative and we look for better prices after the new crop which is now being distilled, is available.

OIL GERANIUM ALGERIAN and BOURBON. The prices are very much higher. Most of the advance is due to the increase of about 100% in exchange. The large consumption of Geranium at present does not promise much lower prices with the next crop.

JASMIN ABSOLUTE and other jasmin flower products may now be termed as unobtainable until the new crop is available. We claim for our Jasmin products an absolutely natural character and the synthetic Indol would have to be added to obtain the strength which many articles, sold under the same name, show in comparison. Experiments in this direction will prove interesting.

ORRIS CONCRETE and LIQUID. We recommend both, manufactured in our Brooklyn factory, but particularly the liquid which is the concrete free from myristic acid; therefore, far more convenient in use.

OIL PATCHOULY. We continue to distill this oil and shall do so, recom-

mending our product as the highest obtainable and as an oil of unquestionable purity. To supply the demand for lower priced oils, we keep in stock the imported oil.

OTTO OF ROSE. As usual the reports of the new crop are conflicting. We believe, however, that no rush is necessary to provide for future requirements.

OIL YLANG YLANG. We still continue as sole agents for Julio Witte, which is recognized as the highest standard of quality distilled in Manila, but we also have pure, prime Oil Ylang Ylang, from Manila, at lower prices, and the best of Ylang Ylang produced in the Bourbon Islands.

MUSK TONKIN and SAWKO. Offers which our agent in Shanghai submits are limited. We have not been able to cover our requirements so far. We expect deliveries will be late, particularly of good quality.

CIVET. Our well known and much appreciated quality of SPECIAL has not changed in price but the quantities obtainable are limited. The low grade, so-called prime qualities are plentiful in the market, as low as half the price of our special quality, but we consider them dear at that.

GEORGE LUEDERS & CO.

427-429 Washington Street, New York

Also at Chicago, San Francisco, Montreal

Factory: Brooklyn

L. GIVAUDAN & CO.

Manufacturers of Artificial Perfumes

Geneva—Paris—Lyons (France)

Sole Agents:

GEORGE LUEDERS & CO.

New York, Chicago, San Francisco, Montreal

The Latest News

PHENYL ACET ALDEHYDE or has not been sufficiently appreciated here.

JACINTHE C. P. Under this label we CYCLAMEN SAVOY. We bring this sell the absolutely pure 95/99% article which means the highest obtainable amount of C. P. Phenyl Acet Aldehyde in an absolutely pure product. This article, in this condition, pays a very high duty; in fact, we may say that about % of the price we ask is for duty. We shall, however, continue to supply under this label, the absolutely pure article. The customer will have to note that it is difficult to handle and keep this chemical in good condition and that he will have to dissolve it quickly or add another solvent like Diethyl Phtalate to it. We cannot take the risk of polymerization and we cannot take it back from the customer if he has kept it for a time and the article has polymerized. For this reason, or possibly others, we have noticed that there are quite a number of Phenyl Acet Aldehydes offered in the market as C. P. or guaranteed pure, which in some instances, contain 50% Diethyl Phtalate; in others they contain only 75/85% of pure Phenyl Acet Aldehvde.

Where the Phenyl Acet Aldehyde contains an addition of other ingredients, not solvents like Diethyl Phtalate, but synthetics of an odoriferous character, we recommend to our customers to experiment with our Jacinthes of a different character, offered in our price list and which we would call JACINTHE COMPOUNDS.

CINNAMIC ALCOHOL. We produce this of a pure, perfect character, entirely crystallizable, 100%. This synthetic we may say finds a great deal less use in this country than in Europe and it is our opinion that its flowery character, which develops beautifully in perfume compounds,

CYCLAMEN SAVOY. We bring this exquisite synthetic again to the attention of our customers. It will give excellent results in using it alone or in compounds.

PHENYL ETHYL ALCOHOL. We claim that our product still stands unequalled in scent and in every other character which makes it so valuable for Rose

HYDROXYCITRONELLAL or LAU-RINE. We have been able to reduce our price considerably and an experiment or comparison with our product will easily convince the customer that the small advance in price is fully represented in quality.

IRISONES and RALDEINES. Our products deserve a close and careful examination. They may develop entirely different in a ready-made perfume than they appear in pure condition. In both we have always supplied a character which remains unsurpassed.

COMPOUNDS

We call your attention again to a number of compounds which we have introduced and which have met with such great success among the American perfumers. It is impossible to name the entire list of compounds. We will be pleased, however, to receive suggestions from our customers if they are looking for compounds of special character. We feel confident that among our great assortment, which is only partly available in our New York Branch, there are a great many which we will be glad to bring to the attention of customers in such cases. We invite correspondence upon the subject.



A container that will be left on the dressing table in full view has an advertising value for your product.

But the Passaic Pedestal-type Container has more than that. It is so unique and so beautifully lithographed that it will remain on the dressing table as a convenient receptacle for hair-pins, etc., long after your product has been consumed.

It has been so designed that by re-

moving the cover and inserting it in the recess in the bottom of the base, it transforms the cover into a pedestal base and perfects a utility container of distinction. It can thus be used as a pin box, soap dish, button box or for a hundred other things. The consumer will readily realize the utility of this package and purchase another, and by the use of one base and two tops, they can create an elaborate receptacle as illustrated above.

PASSAIC METAL WARE COMPANY PASSAIC NEW JERSEY

COPYRIGHT, 1924, BY M. UPSHUR VON ISAKOVICS



Synfleur Quality

Standard Perfume and Flavoring Materials Manufactured in the United States of America



new Business

created by you will measure the success and indicate the prosperity of your manufacturing establishment. Building new business in the perfume industry requires the use of absolutely standard raw materials, because on these the quality of your goods will entirely depend. For many years we have not only preached quality to our friends, but have actually delivered the supreme quality that insures success, until Synfleur materials have become the standard in manufacturing laboratories throughout the world. This same always-to-bedepended-upon quality has made friendly relations with the most discriminating purchasers of materials in the two Americas possible, as well as constantly increasing business from the foremost, conservative manufacturers at distant points of the globe, as for instance, Australia, New Zealand, South Africa, India, etc.

Synfleur Quality, Synfleur Materials will help you in creating new business opportunities. Let us co-operate to our mutual advantage.



Synfleur Scientific Laboratories, Inc.

Tounded 1889, by Alois von Isakovics
M. Upshur von Isakovics, Pres. and Creas.
Monticello, New York, U. S. H.



THE AMERICAN PERFUMER - SYNFLEUR INSERT No. 167B.

COPYRIGHT, 1924, BY M. UPSHUR VON ISAKOVICS



Synfleur Quality







Hromol=Synfleur

The only Flavoring Material in existence, which combines a most delightful and very powerful Flavor with intense medicinal, antiseptic and germicidal value. Absolutely harmless, yet many times stronger than pure carbolic acid.

Pounds \$18.00

Trial ounces \$1.35



Synfleur Scientific Caboratories, Inc.

Founded 1889, by Alois von Isakovics M. Upshur von Isakovics, Pres. and Creas. Monticello, New York, U. S. A.



THE AMERICAN PERFUMER - SYNFLEUR INSERT No. 167C.

COPYRIGHT, 1924, DY M. UPSHUR VON ISAKOVICS



Synfleur Quality

Standard Perfume and Flavoring Materials Manufactured in the United States of America



Aromol = 1 - Synfleur

The only Perfume Material in existence, which combines a most delightful and very intense Perfume with remarkable antiseptic and germicidal properties, thus making Toilet Preparations of real medicinal value and exquisite fragrance possible.

Pounds \$20.25 Trial ounces \$1.50





Synfleur Scientific Caboratories, Inc.

M. Upshur von Isakovics, Pres. and Creas.
Monticello, New York, U. S. H.





Synfleur Quality

Standard Perfume and Flavoring Materials Manufactured in the United States of America



Ylang=Ylang

with its extremely flowery, pungent, charming perfume is an invaluable constituent in many perfumery combinations. For the manufacturer that desires to produce the finest goods,

Ylol-Synfleur

will prove indispensable. It is the finest synthetic Ylang Ylang flower oil in existence, so our friends tell us. It exceeds in strength and quality the finest natural Ylang Ylang Oil and connoisseurs tell us it is superior to the best natural oil in flowery character. It may be used without hesitation and has been adopted in many of the finest products now selling throughout the world. Lbs. \$30.00. Trial oz. \$2.10.

Ylol-D-Synfleur

is a product which will surprise the manufacturer who has heretofore employed other synthetic Ylang Ylang Oils. It is far superior to the commercial Manila oils marketed. Lbs. \$20.10. Trial oz. \$1.50.

Ylol=S=Synfleur

is of inestimable value to the soapmaker and manufacturer of toilet articles. Our friends that have used this item for years tell us it takes the place of other materials sold at much higher figures. Lbs. \$14.50. Trial oz. \$1.15.

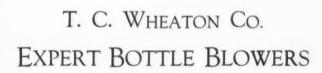


Synfleur Scientific Caboratories. Inc.

Founded 1889, by Alois von Isakovics M. Upshur von Isakovics, Pres. and Creas. Monticello, New York, U. S. A.







MILLVILLE, N. J.

Telephone 235-236

ESTABLISHED 1888

NEW YORK OFFICE 165 BROADWAY

Telephone-Cortlandt 4917

CHICAGO OFFICE 14 E. JACKSON BOUL.



liexagon Purse Bottle 2-dr. capacity (Furnished with cap)



Round Purse Bottle 1/5-oz. capacity

Acetophenone

A marvelous blender with mimosa, lilac, and New Mown Hay. Excellent with terpineol and benzyl acetate compounds. A fine soap odor. Absolutely pure and colorless. No trace of foreign odor.

Methyl Acetophenone

Finer than acetophenone, particularly in New Mown Hay, since it serves to heighten the coumarin aroma.

Our product is a revelation in purity; water white; perfect odor.

Nutonka

Not only finer than Coumarin, but of greater strength. Try it in cold creams and soaps as a substitute for vanillin. It will not discolor or settle out as vanillin does.

A delightful sweetener in rose and violet perfumes. Gives that exquisite note of freshness to lilac and lily.

Geraniol

The best America has produced. Sweet, rosy character with no jarring note.

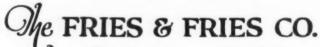
Ylang Ylang Synthetic

Unequalled as a substitute for Ylang Ylang Manilla. \$10.00 per pound.

Lily of the Valley

Worthy of its place among the most popular of American perfumes. Absolutely true to type. \$50.00 per pound.

Write for Working Samples and Prices



Cincinnati 1501 West 6#St. New York 242 Pearl St.



FROM the time the timid lad in his early teens makes his first gift to his "best girl" till the ardent swain of more mature years makes a present to the lady of his choice, the appearance of the article counts as much as quality.

Perfumes and Powders are always most acceptable gifts.

Statistics show that a beautiful container helps immeasureably in causing the selection of a particular brand. Alderman-Fairchild Containers have justly been called sales builders.

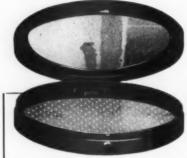
We can co-operate with you as we have with others if you will afford our Designing Department an opportunity.

ALDERMAN-FAIRCHILD COMPANY

Container Craftsmen

Rochester, New York

Metal Goods of Quality



The only really satisfactory refill device. No loose parts—always in place.

Double Vanity Cases 2" and $2\frac{1}{2}$ " Single Vanity Cases $1\frac{1}{2}$ ", 2" and $2\frac{1}{2}$ "

New "Convex" Design
Single and Double 2" and 2½"
Write for full information.
Beautiful engraved designs to order.



Perfume Bottle Caps—Special Designs and Finishes





Lipstick Containers All Sizes



The Bridgeport Metal Goods Mfg. Co.

Established 1909

Bridgeport, Conn.

でではるるので



EEEEEEEEEEEEEEEEEEEEEEEEEEE

OU, our patrons of the Mid-west, by reason of your many favors, have made necessary and possible, our commodious and beautiful new Home located in CHICAGO at

118 WEST OHIO STREET

where, for your greater convenience and our mutual benefit, we shall in future carry an even larger and more complete stock than heretofore, thereby permitting better service to the many friends we cherish throughout this section of the country.



THE OFFICE

By virtue of a superior, efficient organization in financial as well as technical features, FRITZSCHE BROTHERS, INC., is in a position second to none for conserving the interest of its patrons by prompt, definite and satisfactory service. Our fifty years in this one line have been consistently devoted to an ideal of service, marked by the strictest adherence to the best ethics of the industry, in the promotion of which our facilities have always been freely placed at the disposal of, and have been widely made use of, by the leading technical, scientific and educational institutions.

That quality of SERVICE and MATERIAL which establishes absolute faith and confidence with the customer, has been the purpose and the aim of this organization throughout its entire existence. Its customers are made to sense a quality of personal friendly interest, not a concomitant of most commercial transactions, whether these contacts be by mail, by telephone or through the personal visits of our representatives. They are assured of

EEEEE COO CAAAAAAAAA



於你你你你知道

1/2

THE STOCKROOM

3

12

12

12

the best goods anywhere obtainable, through our desire to supply only the best goods and through the efficient, exceptional laboratory facilities we possess to apply the conclusive tests which permit us to know definitely the quality of everything we offer.

The organization adhering to principles which bring credit upon the industry with which it is allied, will attain to honorable age and respectable dimensions through its service to humanity; its policy *must*, and will be, constructive *always*.

This half century has been a period filled with anticipation, earnest endeavor and accomplished results. The cordial relations which have always existed with you are pleasant recollections to us. With heartfelt appreciation we express our sincere thanks for your cooperation, your valued patronage and your confidence, which have contributed so largely and been so necessary to our success.

1-4

THE STATE OF THE S

At this time we announce with sincere pleasure, that Mr. Benedict F. Zimmer and Mr. George L. Ringel, in charge respectively of our Chicago and Columbus Branches, are just completing twenty-five years of service with this firm. Such a period of service, signifying as it does, fidelity and competency as well as confidence on the part of the parent organization and those whom it serves, has been substantially recognized by their election to the official positions in Fritzsche Brothers, Inc. indicated below.

EEEEEEEEEEEEEEEEEEEEEEEEEEEEE

Mr. FREDERICK E. WATERMEYER, President
Mr. FREDERICK H. LEONHARDT, Vice-President
Mr. BENEDICT F. ZIMMER, 2nd Vice-President
Mr. GEORGE L. RINGEL, 3rd Vice-President
Mr. JULIUS KOEHLER, Secretary
Mr. ARTHUR D. ARMSTRONG, Asst. Secretary
Mr. WILLIAM A. R. WELCKE, Treasurer.

が告告信仰なる



Which pays better—to startle or to please? Containers for perfumery products can be both beautiful and forceful—and better silent salesmen in consequence.



THE object of decorating metal containers is to help sell your goods. And it does seem nowadays that art has more merchandising value than mere color noise.

Isn't that especially true of products of luxury and refinement (most perfumery products, then) sold to or for women?

It is, in our experience—and we serve many successful perfumers.

After you've read this advertisement, please look again at the front cover. There you will see this Beautébox, in all its proper color. You can judge it as a specimen of artistic commercial lithography—a specimen of Canco production.





120 West 42nd Street New York City

American Can Company

NEW YORK

CHICAGO

SAN FRANCISCO





Destruction of the Spanish Armada

Sixteen Decisive Battles of the World-No. 10

REFORE her execution, Mary Queen of Scots bequeathed to Philip II of Spain her claims to the English crown. To enforce these rights and to crush the Protestants of England, Philip, the most powerful monarch of that time, resolved to conquer England.

Great fleets were gathered from Spain and Portugal, an army was assembled in Holland and Pope Sixtus blessed the crusade. The Invincible Armada of 130 ships set sail in July, 1588, sweeping

up the English channel in the form of a crescent 7 miles in width. Immediately the warring factions in England-Protestants and Catholics—were united to defend their country.

For seven days the battle raged and with the providential aid of heavy storms the invaders were put to flight. From that day Spain's power rapidly declined; Protestantism was now safe and England became mistress of the seas.

From the two countries engaged in this memorable struggle our principals send to us for distribution here such products as:

GERANIOL PHENYL ETHYL ALCOHOL OIL ROSE GERANIUM SPANISH

OIL SWEET ORANGE SPANISH OIL LAVENDER SPIKE PARA CRESYL METHYL ETHER OIL ROSEMARY FLOWERS USP OIL WHITE THYME USP

MAGNUS, MABEE & REYNARD, Inc.

257 PEARL STREET, NEW YORK, N. Y.

Chicago

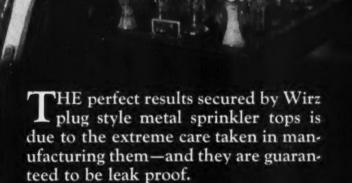
St. Paul



Atlanta

Boston





A. H. WIRZ, INC.

Established 1836 NEW YORK OFFICE 30 East 42d Street CHESTER, PA. Incorporated 1914

CHICAGO BRANCH OFFICE Cooper & Shuesler, Jackson & Michigan

Containers of Refinement in keeping with your product



HIS package, designed for an After-bath Talcum Powder, represents one of our foremost attainments in a field wherein

we have given many years of specialization.

Daintiness and delicacy joins with practical constructive features, commending our facilities to the producer of Toilet Preparations whose initial claim rests upon the sales attraction of his packaged product.





EMPECO Metal Face Powder Box Made to order only?

Metal Package Corporation NY.
Sales & Executive Offices 110 E. 42ndSt. New York City
Opposite Grand Central Terminal.
Plants New York City, Baltimore, Brooklyn.
Chicago office: 64 West Randolph Street.



ROCHESTER, NEW YORK

CHICAGO

BOSTON

Chas. A. Rindell, Inc., 64 W. Randolph St. Harvey D. Bodwell. 170 Summer St Wm. H Green, 469-5th Ave.

NEW YORK

CARTONS LABELS BOX-WRAPS

Collapsible Tubes for Toilet Preparations



THERE are few people indeed who are not attracted by a well decorated collapsible tube.

Could anything be more logical than the selection of color and design to carry your advertising message?

Lithographed tubes with their

prominent display of design and color, enhanced by finely wrought design and workmanship, secure that favorable attention which stirs that buying impulse,—not alone at the time of original purchase, but as long as the tube lasts.



Bond Manufacturing Corporation Wilmington, Del.



DE LP H.I.

SERVICE



GRASSE

J. MERO & BOYVEAU Established 1832

FRANCE

Essential Oil Geranium African, Essential Oil Lavender Alpa,

guaranteed pure, for Extracts and soaps, Tale and Face Powder.

from our works in the Hautes-Alpes, obtained by steam distillation from carefully selected parcels of Lavender. Our Alpa brand distilled from these plants has no equal for fine perfumes, toilet waters, creams. It has an ester test of 48%.

Recommended as meritorious bases to build the superstructure of a perfume in accordance with ideas dictated by individual requirements

EXTRAFLORS:

Chypre

Bluebelle

Lily of the Valley Ydalia

Loriganum

FIXATIVES

Narcisse

ODOROLS

SURFLEURS

Fixative Ambrine for perfume, of the highest possible concentration attainable, readily soluble in alcohol.

NATURAL CONCENTRATED FRUIT ESSENCES

Guaranteed pure and made of the fruits judiciously selected, cultivated in the Grasse district.

Isle Saint Denis (Seine)

Albert VERLEY'S Renown.

France

FLORAL SYNTHETICS

AROMATIC CHEMICALS

ARTIFICIAL FRUIT ESSENCES

Extra Concentrated

Acetate Geranyl

A fresh and rosy fragrance blending perfectly with Jasmin basis.

Benzyl Propionate which it can

which possesses a fragrance finer and sweeter than Acetate Benzyl with which it can be combined very satisfactorily to the extent of about 15 to 20%, to impart freshness and originality to compositions, especially Jasmin.

Butyrate Rhodinol

A constituent of Moss Rose, Useful in Violet compounds to which it imparts a velvety fineness.

Ethyl Anthranilate

more delicate and sweeter than Methyl Anthranilate, with less tendency to discolor in compounds.

Peolia

Develops the power of a bouquet and communicates an original effect of special character.

Acetate Phenyl Ethyl

Alcohol Phenylethyl Extra Rhodinol Droit Rhodinol Extra

THAL-ASSLING

Erste Tyroler Latschenöl-Brennerei Brüder Unterweger

TIROL, AUSTRIA

CONIFEROUS OILS, GUARANTEED PURE

Oil Pinus Pumilio, U.S.P., Oil Abies Alba, or Silver Fir Needle Oil, Oil Savin, Genuine, Oil Juniper, Natural, Twice Rectified, Terpeneless and Sesquiterpeneless. Siberian Pine Oil.

6 Factories 13 Awards

DELPHI PRODUCTS, Inc. 95 Beekman Street, New York City

Telephone-Beekman 1514

Cable Address, "Incense"

Kipling Understood Women

W HEN he wrote those immortal lines—
"The Colonel's Lady and Judy O'Grady are sisters under the skin" he was right, as usual.

Kipling knows, as every perfume manufacturer knows, that the debutante at her party at the Ritz and the sun-kissed Tondeleyo from distant Kaffirland are quite alike in one respect—they both demand the best perfume they can get.

It is true that unscrupulous merchants in the far-off lands can often dispose of cheap, inferior "trade-scents" to dusky-hued flappers. But once any woman has inhaled REAL PER-FUME you can never again sell her dross.

And you can't make FIRST CLASS PER-FUME without using HIGH GRADE ARO-MATIC OILS.

Don't experiment! Our synthetics and aromatic chemicals are the best that can be purchased.

Make us prove it!

RHODIA CHEMICAL COMPANY

89 Fulton Street NEW YORK CITY

Sole American Agents for the

SOCIÉTÉ CHIMIQUE des USINES du RHONE

Quality Unexcelled



Simulating the Complete Odor of a Bouquet of Violets

THE fascinating tang that gives the delicate, haunting fragrance of a bouquet of violets its brilliant, scintillating note is imparted by the leaves. It is what the French term the "greenish" odor. The perfumer obtains this note by the inclusion of Bruno Court's Vert de Violette in his Violet compositions, thus adding to them the final, and requisite, touch of verisimilitude.

Heretofore Vert de Violette has been procurable only in the form of a paste, this necessitating the addition of alcohol and pounding in a mortar in order to prepare it for the composition in which it is to be

Now, however, Vert de Violette is put up also in liquid form. This

liquid offers a number of advantages over the paste. It requires merely the addition of alcohol to make it ready for use. Pounding in the mortar is entirely eliminated and, with it, the subsequent waste in strength by evaporation. Furthermore, one part of the liquid mixture is the equivalent of two parts of the mixture secured from the paste. As the product is absolutely pure there is no residue. In view of the results that it yields, Liquid Vert de Violette costs no more than the paste. In convenience of use it is far superior in every respect.

In order to acquaint perfumers with the many advantages of *Bruno Court's Liquid Vert de Violette*, we will gladly send a sample upon request.

Exclusive American Agents:

ORANA
INCORPORATED

GENERAL OFFICES
Ill8 E 27" St. New York City
PARIS
28. Rue St. Lazare
CHICAGO
19 S La Salle St
CANADA
MORANA LIMITED
42 Wellington St. East
Toronto
WORKS
Elizabeth. N.J



"... emerging from the very quintessence of voluptuousness there rises a note of an unmistakably pastoral simplicity, sophisticated, though not transformed, by its surroundings."

Such, in short, is the new "bouqueted single flower" note in perfumes the note that has caught the imagination and secured the *cachet* of femininity.

"Senteur" aromatic bases, developed in our Paris laboratories with the co-operation of a number of European manufacturers and perfume chemists, add to bouquet compositions that note of simplicity that is creating so great a furore.

Narsenteur* expresses the overwhelmingly popular Narcissus note.

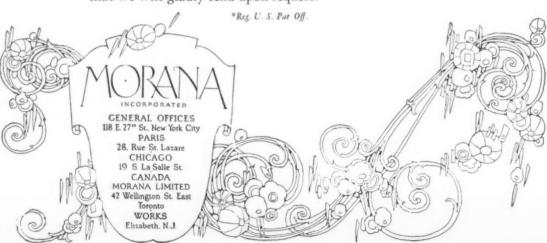
Viosenteur* brings out the Violet note in all its innate delicacy.

Lysenteur* develops the ever-delightful Lilv-of-the-Valley note.

Jasenteur* renders the Jasmin note with a superb intensity.

Rosenteur* enunciates the indefinable and incomparable Rose note.

The unusual flexibility of "Senteur" aromatic bases, the remarkable manner in which they adjust themselves to existing bouquet formulas, the new effects they make possible will be readily demonstrated by experiments with the samples that we will gladly send upon request.





Muguet

THE dominant note in Rose and Lily compositions is imparted by the Lily base. Figuratively speaking, it may be called the soul of Rose and Lily perfumes. As such, its character exercises a powerful influence upon that of the composition: it may either make or break it. Consequently, in selecting a Lily base, all other considerations must bow to quality.

As a Lily base Muguet Robertet enjoys—and deservedly so—a world-famous reputation. Known for the results that it yields, it is essentially a product that is bought on the basis of "quality first."

Muguet Robertet is never sold in other than sealed original packages.

We shall gladly send samples and prices upon request.





FEW perfuming products possess the versatility of Orchidee. So wide is its field of usefulness, so indispensable is it, that it has been termed the "perfumer's right hand." Obviously, in a product of this type quality is of dominant importance, inasmuch as any weakness in this respect limits the product's versatility.

Orchidee Morana offers the perfumer a brand that he can depend upon to meet every demand that he makes of it. It is made of the very best grades of raw material available for the purpose. This is the starting point of quality. The manufacture of the product is conducted by a highly skilled and experienced group of specialists, in a plant equipped with the most up-to-date types of apparatus. This means the evolution of high grade raw materials into an equally high grade finished product. Third, the product is manufactured in large batches. This assures uniform adherence to the standard that we have established for the product and means that the quality

that you buy six months hence will be the same as that which you buy today. Each of the factors described makes a definite and highly important contribution towards the quality of Orchidee Morana.

As a developer of floral and bouquet compositions, imparting to them a subtle suggestion of ultramodernism, Orchidee Morana occupies a unique position. Its fixative qualities make it indispensable as a means of securing permanence in delicate face powder odors. To creams it gives that highly desirable touch of sweet, dewy fragrance. Where odors of fats and chemicals must be submerged, as in soaps, depilatories, cerates, hair preparations, etc., it will be found of outstanding value, in view of its intense sweetness and pungency, without trace of a chemical by-odor. The foregoing affords but a hint of the versatile character of Orchidee Morana.

We invite requests for samples of *Orchidee Morana* for testing and experimental purposes.





A NOTABLY fine product is a source of the utmost satisfaction to seller and buyer. Its quality inspires the seller with pride in his offering and the buyer with confidence in the results that the product will yield.

Christoff's Otto of Rose is essentially and pre-eminently a product of the type described. Its superb, unmarred, and uniform quality has placed it among those products that the perfumer regards as standards, as measuring sticks with which to gauge the potentiality of similar raw materials.

Obtainable only in sealed original coppers containing either

4, 8, 16 or 32 ounces.
Sample and price will be sent promptly on request.

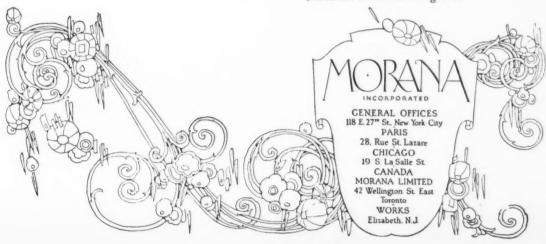
(DOLL)

Salv. diDco Rognetta Reggio-Calabria, Italy

Bergamot

THE odor value of Bergamot is directly proportionate to its ester content. This, therefore, is the determining factor to the discriminating purchaser. Bergamot Rognetta, with from 40 to 45 per cent of ester, has an odor value that makes price a mere matter of detail in selection. A sample will speak for itself. Sent promptly on request.

Exclusive American Agents:





A S gold harmonizes with every other color so does Violet harmonize with every other odor note. No matter what the effect may be that is striven for—no matter what the formula—the Violet note can, and should, be introduced: it blends with all other odor notes without clash or friction, and rounds them out in a surpassing manner. Violet is the gold in the formula—always provided, of course, that the quality of the product with which the Violet note is sounded is irreproachable. Lacking that quality the Violet note becomes the merest dross—a source of the utmost discord instead of harmony.

ENERS ?

I RINE Extra Pure sounds the Violet note with a sweetness, with an exquisitely smooth mellowness, free from the slightest blemish of a discord in the way of a chemical byodor. These characteristics, which are rarely encountered in aromatic chemicals, are the direct results of the processes that we employ in manufacturing Irine Extra Pure—processes that represent a combination of European and American practice and that are only applicable to large scale production.

To bouquet odors of the modern type, Irine Extra Pure contributes the note in which lies the secret of the constantly mounting prestige enjoyed by these creations. In creams and powders, in which the initial odor value is so frequently lost or depreciated upon the application of these products to the skin, Irine Extra Pure is of particular value, inasmuch as it assures the sustentation of the Violet note.

In soaps, particularly in liquid and paste shampoos, Irine Extra Pure withstands successfully the deteriorating effects of traces of alkali.

Regardless of whether the Violet note is to be the dominant one, or whether it is to be only a note in the chorus, as it were, Irine Extra Pure can be depended upon to play the part assigned to it.

A sample of Irine Extra Pure will be sent promptly on request.



GLASSWARE DISTINCTION

THE quality of a perfume is suggested subtly, but none the less surely, by the extent to which the bottle that holds it captive accords with surroundings of an esthetic appeal. In this respect, the bottle shown, a striking, but not unusual, example of the perfume bottles designed by Viard, Mouquet & Viollet le Duc, speaks for itself.

MORANA INCORPORATED

GENERAL OFFICES
118 E.27th St. New York City
PARIS
28. Rue St. Lazare
CHICAGO
19 S. La Salle St
CANADA
MORANA LIMITED
42 Wellington St. East
Toronto
WORKS
Elizabeth. N. J



GERANIOL is essentially a product in which quality is dependent upon the human, rather than upon the mechanical factor. In other words: quality is a question of nose rather than of apparatus—of care exercised in selecting the fractions of distillation rather than of distillation itself.

It is the appreciation of the vital importance of the human factor that is so largely responsible for the exceptional quality of Geraniol Morana. The fractions are selected with a care, and with an odor sensitiveness that preclude the possibility of the inclusion of a fraction in which even a suggestion of a harsh, jarring note is perceptible.

The large scale on which Geraniol Morana is produced assures a uniformity in quality that is unobtainable in the production of small commercial batches.

The user of Geraniol Morana is therefore assured of (1) quality of the highest type; and (2) maintenance of that quality.

Sample and price of Geraniol Morana will be sent promptly on request.





A Berg pro every author Our wareho suring you of the Story Hudson to the Story Hudson

and wherever alcohol is used specify

A Berg product, consistently dependable, made in every authorized formula.

Our warehouses are located at strategic points, assuring you fresh stock at short notice.

Get our prices on formulae 39, 39A, 39B or any others

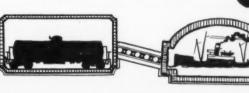
DAVID BERG

INDUSTRIAL ALCOHOL CO.

Delaware Ave. and Tasker Street Philadelphia, Pa.

527 Hudson Street

New York City





New Synthetic Flower Oils

Ambre Powder Aurantine Aurantine Savon Benol Centiflor Chevrefeuille Chyprol Cytheria

Ciprice Dianthus Flor Floreal Giroflee Flor Lilas Flor Lilas No. 72 Lyrose Muguet Flor

Narcisse Flor Oeillet Flor Opoponal Original Flor Real Violet Rose Safranos Rose Rouge Sweet Pea Flor

Specialties

Ambrettol (Musc Ambrette) Heliotrope Concrete

Oleo Musc

Rose Alpine Tilleul (Hydroxycitronellal) Vanilline

Violette: Alpha, Beta, Keton, Methyl Geranium Leaves artif.

Acetate Eugenol fixateurs Acetate Isoeugenol modernes Acetephenone Aubepine Benzyl Benzoate Bouvardol Cinnamic Alcohol from Sytrax Citral chim. pur Citronellol Civet Liquid Cyclamol

Eugenol Geraniol Geranylacetate Geranylformiate Jasmin No. 74

Jasmone Isoeugenol Irisolette pure 100% Linalool Linalylacetate Linalylformiate Methylanthranilate Neroli synth., M & B Phenyl Ethyl Alcohol Phenyl Ethyl Benzoate Phenylacetaldehyde Rodinol Salicylate of Amyl Skatol 100% Violet Blanche (Methyl Heptine Carb.)

We ask the American Perfumers to consult us in the event they desire to put on the market a new perfume, and we shall then be glad to submit them samples of New Modern Basic products to serve as a foundation, and to give a special character.



Characteristic odor of Violette

TH. MÜHLETHALER, SOCIETE ANONYME Nyon, Switzerland

Exclusive Representative in the United States and Canada

Orbis Products Trading Co., Inc.

215 Pearl St., New York

(See our ad on page 94.)

TOMBAREL FRERES

GRASSE

Originators of "Supreme" Quality

Season's Products

New Crop Now Ready

NATURAL FLOWER ESSENCE

Rose Absolute Supreme

Rose Solid Concrete

Rose Pomade Extra Saturated

Rose Water Quadruple

Oil Geranium sur Roses

Oil Sandal sur Roses

'Orange Absolute Supreme

Orange Solid Concrete

Orange Pomade Extra Saturated

NATURAL ESSENCE

Fleurs de Oranger Absolute Supreme Fleurs de Oranger Feuilles Absolute

Orange Flower Water Quadruple

Oil Neroli Bigarade Petale

Oil Petitgrain de Grasse (sur Orange Flowers)

Oil Petitgrain French

-Quotations on Request-



Exclusive Representatives in the United States and Canada

Orbis Products Trading Co., Inc.

215 Pearl Street, New York, N. Y.

A good nose is rather to be chosen than great riches.

A good nose is something more than polariscope and balance—more than alembic and beaker.

A good nose says of the cheap and nasty: "they shall not pass!"

—but, if you have neither nose nor instruments, then remember, that our tests are sound, exacting, conclusive—you may safely draw from our stock.

M. L. BARRETT & CO.

Importers

ESSENTIAL OILS——SYNTHETICS——BOUQUETS

233 West Lake Street, Chicago, Illinois









HIGHEST PURITY

There are as many qualities of Geraniol as prices. Pure Geraniol should be free from Citronellal, terpenes and unpleasant camphor-like odors. Geraniol, when pure, acts as a carrier for fine per-fumery flower products and blender for synthetic aromatic bodies. Geraniol as manufactured by us will prove our contention, pure Geraniol has merit.

The Pound, \$6.00

A true-to-nature interpretation of the Heliotrope odor. Indispensable as a binder, adding flowery sweetness wherever introduced. In concrete form Heliotropen is far easier to handle than ordinary crystals. It is non-irritating and can be used to great advantage in the compounding of all odors. Next to Jasmin and Rose, a sweetener of paramount rolue.

The Pound, \$6.50

AMARETTE

An odor creation that is essentially fragrant and refined. Blends very readily in bouquet types. Oil Amarette is particularly adapted for toilet powder requirements and imparts a finishing touch whether used alone or compounded with other materials in the perfumery laboratory. If you wish your prod-ucts to equal the best American or foreign odors use Amarette.

The Pound, \$14.50

JASMIN ALBA

Not the cheapest but the best. Has the true sweet. waxy odor of the White Jasmin flower. Most Jasmin on the market reminds one of the odor of Benzyl Acetate. Our Jasmin is free from this odor. It is flowery, it is sweet, it is lasting and true to its name.

The Pound, \$28.00

The chemistry of Rhodinol is still in dispute, but there is no dispute about our Rhodinol being uniform, free from weedy by-odors, and of superior quality.

VAN DYK & COMPANY

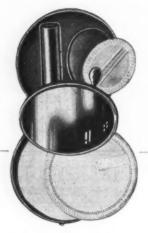
6 Platt Street

Founded 1904

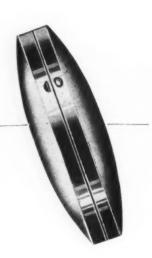
New York

In making perfumes with Denatured Alcohol, insure the quality by specifying Van Dyk & Co.'s Brand Diethyl Phthalate.





Double-Triple 21/2 in.



WATCH CASE VANITIES

Doubles Triples

RADICALLY different! A new idea in vanities that is breaking sales records—The new thin Trece Watch Case Vanity. Furnished in Double Models 2 inches and 2½ inches, and in Triple Models 2 inches and 2½ inches in diameter. Spring Button catch. Refill arrangement. Full sized compacts.

Sold only to the trade in complete packages.

Samples and Prices to the trade only.

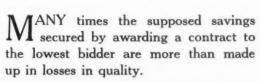
The Trece

130 Willis Avenue

ROUGE and POWDER COMPACTS

New Trece Shades

Frambois Rouge. Roseglo Changeable for the Lips.



Our estimates are based on large production facilities, up-to-date methods and scientific management.

The complete packages under your own name, therefore combine highest quality and most satisfactory prices.

Trece service means something. For proof, try it. Write for full details.

Samples and Prices to the trade only.



Double 2 in. Triple 2 in.



Laboratories

New York City

The Federal Products Co.

Perfumers' Alcohol

PURE-190 PROOF-U. S. P. QUALITY ALSO DENATURED IN ALL FORMULAE



"MODEL GRAIN DISTILLERY"

The Federal Products Company Industrial Alcohol Plant No. 19 CINCINNATI, OHIO

Sales Offices--Branch Warehouses

- :29 RACE STREET, CINCINNATI, OHIO
- 71 WEST STREET, NEW YORK, N. Y.
- 541 SENECA STREET, BUFFALO, N. Y.
- E. COR. DUQUESNE WAY & BARBEAU STREET PITTSBURGH, PENNA
- 1044 UNIVERSITY AVE. ROCHESTER, N. Y.
- 180 NORTH MARKET STREET, CHICAGO, ILLINOIS
- 507-509 SOUTH MAIN STREET, ST. LOUIS, MISSOURI
- SCRANTON ROAD & GIRARD AVE., CLEVELAND, OHIO
- DELAWARE AVE. & GREEN ST., PHILADELPHIA, PENNA.
- KREKEL-GOETZ SALES &
- SUPPLY CO., GRAND RAPIDS, MICH.



We Like to your to

New

HEIKO

Bodies

and cheerfully submit samples of the following:

HEIKO CARNATION MALMAISON

True to nature, a new carnation based on extractions from our own extensive plantations.

HEIKO-DATURA

New base for modern Perfume in the oriental line. A true rendering of the perfume of the Datura Arborea L. Heavy sensuous odor of great strength.

Surprising effects can be obtained by incorporating these bases in your creations.

HEINE & CO.

NEW YORK

Telephone: Beekman 1535

52-54 CLIFF STREET







GROEBA/RIESA A.D.ELBE.



Perfumers' Raw Materials, Essential Oils, Chemicals

Natural and artificial Flower Products

HEINE & CO.

52-54 Cliff Street

FACTORIES:

NEW YORK U.S.A. LEIPZIG

Germany

GRÖBA /ELBE

Germany

GRASSE

France

TELEPHONE: BEEKMAN 1535 CABLE-ADDRESS:



HEIKO-LILAC "A"

HEIKO-JASMINE

HEIKO JASMINETTE WHITE

HEINE & CO.

NEW YORK

Telephone: Beekman 1535

52-54 CLIFF STREET



1816

"Over a Century of Service and Progress"

1924

ISCO SILVER TALC

Fully meets the most rigid specifications of those manufacturers whose products contain only the highest grade of ingredients.

You may draw upon stocks in

New York Philadelphia Boston

Chicago

Baltimore San Francisco New Orleans Los Angeles

INNIS, SPEIDEN & CO.

Cleveland

INCORPORATED

MANUFACTURERS, IMPORTERS, EXPORTERS OF INDUSTRIAL CHEMICALS
46 CLIFF STREET

NEW YORK CITY



HELIOTROPINE

—Delawanna—

Clear white crystals giving the clean fresh odor characteristic of the Heliotrope.

COUMARINE

—Delawanna—

Chemically pure and free from by-odors assuring uniformly good results to the user.



TRADE MARK

BURTON T. BUSH, INC.

45 John Street New York, N. Y.

Cable Address: AROMATIC NEW YORK

Telephone: BEEKMAN 3851-2 Let us help you to improve your package. We are experts in our line. Always something new and distinctive. Get in touch with us (telephone Vanderbilt 0321-0322) and we will have a capable and practical representative call on you. It will be to our mutual advantage. Samples gladly submitted.



One of Our New Styles.

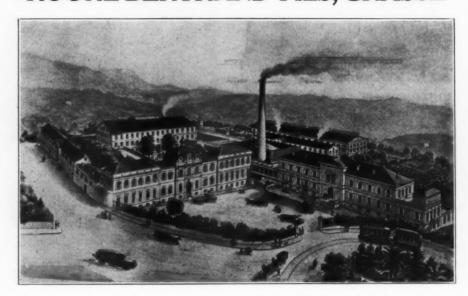
Our 1098—3¼ oz., Toilet, with 1095 Stopper, frosted. We also make this style in ½ and 1 oz. Perfume and 8 oz. Bulk.

CARR-LOWREY GLASS CO.

MAIN OFFICE: BALTIMORE, MD.

NEW YORK OFFICE 41 E. 42nd Street CHICAGO OFFICE 1944 Conway Bldg.

Societe Anonyme des Etablissements ROURE-BERTRAND FILS, GRASSE



We call your special attention to our

OIL PATCHOULY

Distilled from Singapore Leaves

Samples and Quotations on Request

ROURE-BERTRAND FILS, Inc.

461 Fourth Avenue

New York

Societe Anonyme des Etablissements

Justin Dupont

Argenteuil (S. & O.), France

Fleur d'Oranger Invar

Remarkable for its refreshing odor and delicacy. Will not discolor and is wholly soluble in alcohol.

Nardol

A new product, delicate and tenacious, resembling in character of odor that of the Narcissus flower.

Samples and Quotations on Request

JUSTIN DUPONT, INC.

461 Fourth Avenue

New York

OIL YLANG YLANG

(MADAGASCAR)



S OME years ago we introduced on the American market Oil Ylang Ylang Madagascar, an oil produced by a coterie of French distillers located in Madagascar and Nossi-be who were devoting themselves to the production of the finest oil producible.

Their determination has never faltered and they have kept pace with every technical advance in production and distillation, discarding all inferior flowers and selling under their brand only the best fraction of the oil distilled.

This oil has been and now is distributed exclusively by Ungerer & Company and should not be confused with the ordinary commercial grades of Nossi-be or Madagascar oil which

have since come on the market and which are demonstrably inferior, even by a superficial test.

We are also headquarters for the finest grades of Bourbon Ylang Ylang

UNGERER & COMPANY

NEW YORK

SWINDELL BROS, fully value the complete confidence implied in the patronage of the leaders in the perfume industry. They habitually write their appeal for public patronage in Swindell glassware.

Write us about any style of bottle

SWINDELL BROS.

BALTIMORE, MD.

NEW YORK OFFICE, 200 FIFTH AVENUE



3½ oz. Toilet Water No. 801 Stopper No. 412

Bottles which brilliantly reflect the perfumer's purpose—made only from covered pots, insuring highest quality.

MILLVILLE BOTTLE WORKS

Main Office and Factory

MILLVILLE, N. J.

NEW YORK

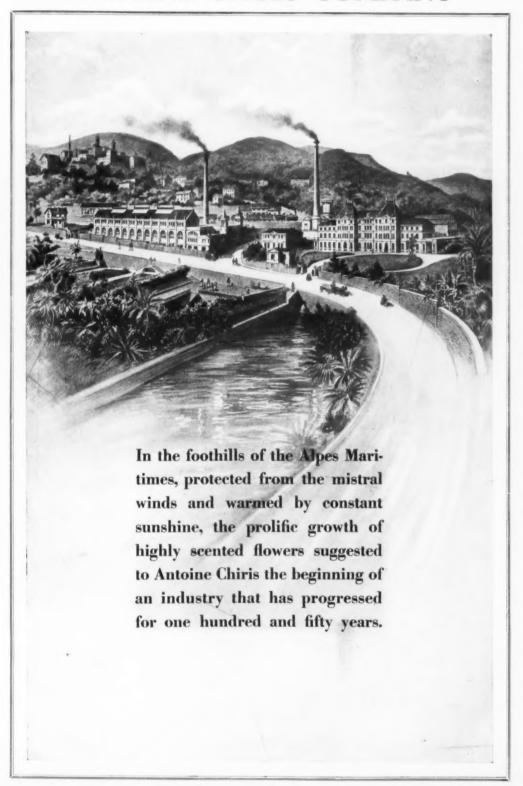
PHILADELPHIA

CHICAGO

BOSTON

SAN FRANCISCO

ANTOINE CHIRIS COMPANY



NATURAL PERFUME SOLID CONCRETE

"CONCRETES" are still one of the most popular forms in which the floral odors are sold.

The "Chiris" line is exceptionally complete, and we offer the following:

AMBRETTE	MUGUET
CASSIE	NARCISSE
GENET	OEILLET
JACINTHE	ORANGE
JASMINE	RESEDA
JONQUILLE	ROSE
MIMOSA	ST. JEAN (Immortelle)
MOUSSE DE CHENE	VIOLET FLOWERS
VIOLET	LEAF

We would appreciate the opportunity to quote prices and send samples.



The Same Since 1768

CHIRIS

Antoine Chiris Company 147-153 Waverly Place, New York

Chicago Office: 150 West Austin Avenue CHICAGO Canadian Branch:
Antoine Chiris Company of Canada, Limited
489 St. Paul St., West
MONTREAL, P. Q.
CANADA

San Francisco Office : 216 Pine Street SAN FRANCISCO

NATURAL PERFUME LIQUID FLOWER CONCRETE

A^S it is inconvenient for some users of Natural perfumes to wash the Concretes, we have, after much study, perfected a process by which a Liquid Concrete, which is perfectly soluble, is produced.

Natural Perfume Liquid Flower Concretes are, pound for pound, of the same odor value as the Solid Concretes and of approximately the same price.

The following odors are offered:

AMBRETTE MUGUET
CASSIE NARCISSE
GENET OEILLET
JACINTHE ORANGE
JASMINE RESEDA
JONQUILLE ROSE
MIMOSA ST. JEAN (Im

MIMOSA ST. JEAN (Immortelle)
MOUSSE DE CHENE VIOLET FLOWERS

VIOLET LEAF

Samples and prices cheerfully furnished



The Same Since 1768

CHIRIS

Antoine Chiris Company 147-153 Waverly Place, New York

Chicago Office:
150 West Austin Avenue
CHICAGO

Canadian Branch:
Antoine Chiris Company of Canada, Limited
489 St. Paul St., West
MONTREAL, P. Q.
CANADA

San Francisco Office : 216 Pine Street SAN FRANCISCO

NATURAL PERFUME LIQUID ABSOLUTE

THE great specialty of the "Chiris" factories at Grasse is the line of Natural Perfume Liquid Absolutes "Chiris."

These products are of the greatest possible concentration and the most extreme care is used in every step during the manufacture to make certain that the odor of the blossoms passes from the flower plantations of "Chiris" to the user in its original beauty and purity.

We unhesitatingly recommend "Chiris" Natural Perfume Liquid Absolutes for the finest perfumery products and will gladly send samples so that you can judge for yourselves the exquisite odor to be had from the use of Natural Perfume Liquid Absolutes.

Natural Perfume Liquid Absolutes are made, as are the Concretes and Liquid Concretes, in the following varieties:

AMBRETTE CASSIE GENET
JACINTHE JASMINE JONQUILLE
MIMOSA MUGUET OEILLET
ORANGE NARCISSE RESEDA
ST. JEAN (Immortelle) ROSE VIOLET FLOWERS
VIOLET LEAVES MOUSSE DE CHENE



The Same Since 1768

CHIRIS

Antoine Chiris Company 147-153 Waverly Place, New York

Chicago Office: 150 West Austin Avenue CHICAGO Canadian Branch:
Antoine Chiris Company of Canada, Limited
489 St. Paul St., West
MONTREAL, P. Q.
CANADA

San Francisco Office: 216 Pine Street SAN FRANCISCO

Tubes that Match the Product

For your business' sake Specify

SHEFFIELD TUBES

Our
New York Office
is located in
The Liggett Building
41 East 42nd Street
Phone: Murray Hill 7817

SHEFFIELD TUBES

The best known—the best liked.

You'll find them Everywhere.

Quality is always several strides ahead of our price.

May we send you samples?

New England Collapsible Tube Co.

Home Office and Factory No. 1 New London, Conn. Phones: 1224 and 1225

Chicago Factory No. 2 3132-3134 South Canal Street

Chicago, Illinois

Telephone: Boulevard 1960

NAARDEN CHEMICAL WORKS

NAARDEN, HOLLAND

Synthetic Aromatic Chemicals

Essential Oil Derivatives

ISO EUGENOL

Aubepine

(Made from Anethol)

Geraniol

(Extra Fine)

Benzyl Acetate Benzyl Benzoate

Bromstyrol

Rhodinol

Heliotropine Citral

Linalool Bois de Rose

Iasmindol

Sole Representative in the United States

P. R. DREYER

15 Platt Street, New York, N. Y.

Western Representatives:

C. A. SENGER 22 W. Kinzie St., Chicago, Ill.



BERTRAND FRÈRES



Natural Raw Materials for Perfumes, Soaps, Etc.



Specialties:

FLOWER

CONCRETES

Liquid and Solid

Absolutes and Pomade Concentrations
Oils: Lavender, Rosemary, Spike Lavender, Thyme (White and
Red) Neroli Petals, Petitgrain, Vetivert Java, Geraniums, Roses
Resinoid Oak Moss, Etc.

BERTRAND FRÈRES

Established 1858

GRASSE, FRANCE

Sole Representative in the United States and Canada

P. R. DREYER

15 PLATT STREET NEW YORK, N. Y.

Western Representatives: C. A. SENGER 22 W. KINZIE ST., CHICAGO, ILL.



PILAR FRERES

Grasse (A-M) France

Established in 1822

Offer at Attractive Prices

Natural Flower Products

Absolutes and Superessences

MOUSSE de CHENE Liquid Colorless

A Most Intensive Colorless Product

VIOLET LEAVES Colorless
A Specialty of Ours That Is Unequalled

Samples and Prices Gladly Furnished by Our Exclusive Agents

O. A. BROWN COMPANY, INC.

246 Pearl Street, New York



Importers of

Perfumers Raw Materials

Special

FIXTONER

Not only fixes, but will tone up your product that doesn't round out as it should.

MAO LIQUID COLORS, Imported

The most satisfactory colors.

READY FOLDED FILTER PAPER

Especially for Perfumes and Extracts. Rapid and clear.

Chemical Works Hora

Dubendorf-Zurich

Switzerland

MUSK OMEGA "FLORA"

A beautiful crystal, better than Musk Xylol. Will not cause brown or black stains to appear in soaps.

MUSK AMBER "FLORA"

Best substitute for natural Ambergris. A yellow powder that is worthy of a trial.

ESSBRO JASMIN "FLORA"

The best substitute for the natural ever produced. Let us send you a sample.

CLUSIVE AGENTS FOR UNITED STATES AND CANADA

O.A.BROWN CO 246 PEARL STREET



CERVICE that endures the test of I time must be practical, economical, efficient and individual. We have been manufacturing fine paper boxes since 1887.

Wm. Buedingen & Son.

NEWYORK ROCHESTER LOS ANGELES 315 West 6th Street



ROSE CENTIFOLIA

THE ideal base for a true Red Rose perfume.

Rose Centifolia imparts the powerful, refreshing and exquisite fragrance of the American Beauty Rose.

Rose Centifolia works equally well in fine Creams and Powder blends, as well as in the finest perfumes.

SYNTHETIC AROMATIC CHEMICALS (Rose products)

PHENYL ETHYL ALCOHOL

One of the main constituents of the Natural Attar of Rose.

PHENYL ETHYL ACETATE

Has the sweet, refreshing and somewhat fruity odor of fresh Rose leaves.

PHENYL ETHYL PROPIONATE

Similiar to the Butyrate, but more mellow. Added to Rose blends, it will impart the sweet, refreshing yet soft perfume of the Red Rose; also essential ingredient for fine Strawberry and Peach Flavors.

PHENYL ETHYL PHENYL ACETATE

A crystalline product, having a faint, rose-like odor and possessing great fixing qualities; useful in Rose, Jonquil and Narcisse blends.

PHENYL ETHYL BUTYRATE

On account of its high purity, the product has a strong odor of freshly cut Rose leaves. Used in Raspberry Flavors, it will improve both aroma and flavor.

GERANIOL ROSE CITRONELLOL, extra pure RHODINOL ROSE

THE
C. E. ISING
CORPORATION



MANUFACTURING CHEMISTS
FLUSHING
NEW YORK



NATURAL



. . . .

STRENGTH

MARK

WANGLER-BUDD CO.

INCORPORATED

Successors to

JULIAN W. LYON & CO.
INCORPORATED

Essential Oils — Finest Quality

Natural Pure Fruit Essences

Oil of Patchouly - Old

WANGLER-BUDD CO.

INCORPORATED

Successors to

JULIAN W. LYON & CO. INCORPORATED

Cable Address "Julyon" New York

Chicago Office:

A. C. DRURY & CO.

429 Rush Street

Telephone: Central 2349

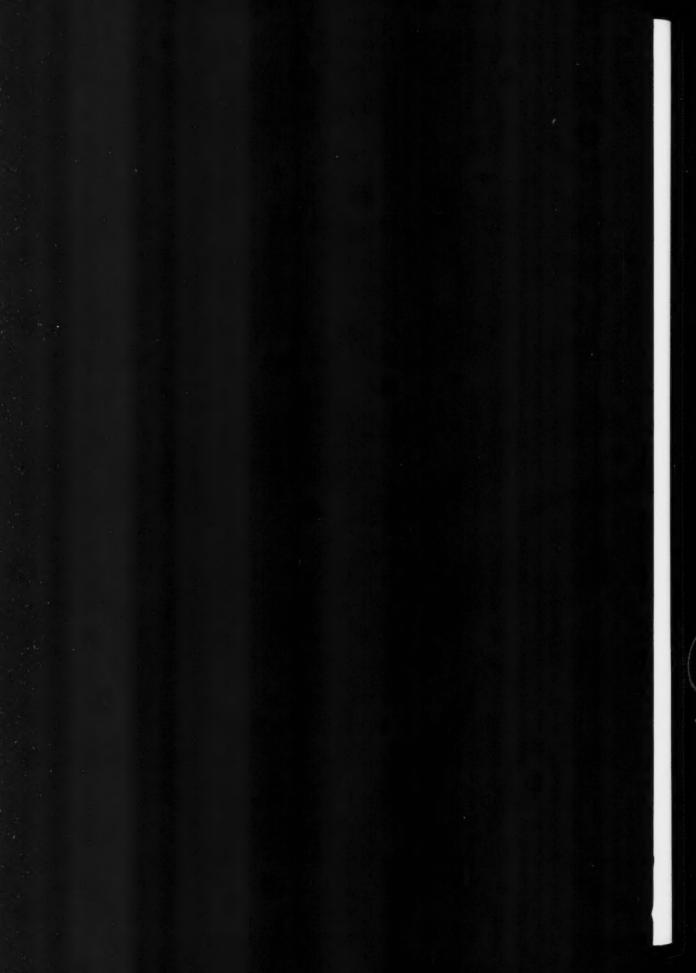
35 FULTON STREET NEW YORK

Philadelphia Office:
C. H. CAMPBELL
Manager
689 Drexel Building
Telephone: Lombard 3610

Telephone Beekman 3040-3041-0657

Memphis Office:
LILLY BROKERAGE CO.
472-480 Union Ave.
Telephone: Main 5127







Dutch Hyacinths

Our efforts to "bottle" the sweet and wonderful odor of our Dutch Hyacinth fields, well known to the American visitor, who came to quaint Holland for sight seeing, have been crowned with success. We have succeeded to secure the real oil and we are in a position to offer to the trade allyacinth oil, which, by opening the bottle gives you already the sensation of passing the fields. The odor is very strong and little of it is needed for your extract; consequently the price is low compared with the odor value. For modulating other bouquers the oil gives you a material, which brings in a new note, rendering imitation nearly impossible. We dare say that there is nothing like it on the market.

Tolak E. Schwarz Std.

POLAK & SCHWARZ LTD.

ZAANDAM and HILVERSUM

(Holland)

BOIS-COLOMBES

(France)



Synthetics
Essential Oils
Aromatic Chemicals
Flower Oils

Exclusive Agents for United States and Canada WANGLER-BUDD CO., Inc., 35 Fulton St., New York Successors to JULIAN W. LYON & CO., INC.

Chicago Agents of Wangler Budd Co., inc

Rush Sireet Chicago

We keep Stocks at New York and Chicago of.

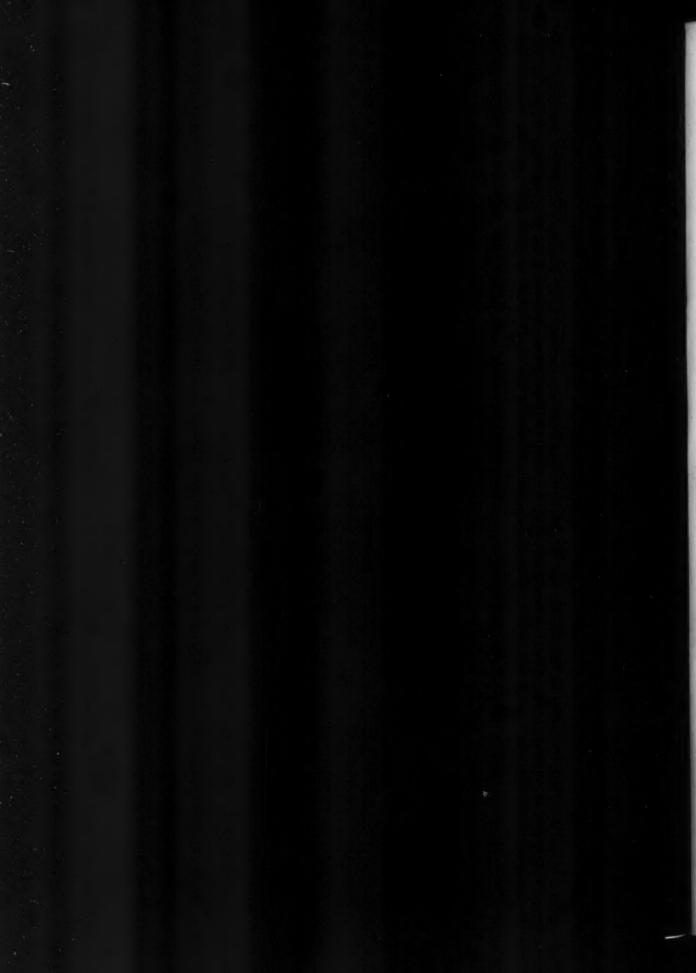
Alcohol C8-C12
Aldehydes C8-C18
Anisic Aldehyde
Benzalidenaceton
Benzylacetate
Benzylbenzoate
Benzophenone
Cinnamic Alcehyde

Citronellol
Cognac oil
Geraniol L. Citronella
Geraniol L. Palma Rosa
Geranylacetate
Heliotropine
Heno de Padua
Hyaciath absolure
Indol

luntrarberry Oil
Liber Frower Oil
Lily base
Linalosa
Linalylacetate
biethylheatinearbonais
biethylparacresolether

Muse Keron Niese Ambrette Nevol Phenylethylacetate Phenylethylalcohol Phenylethylalcohol Phenylethylalcohol Phenylethylalcohol Roseneon Scatol







White Metal Manufacturing Co.
Hoboken, N. J.





LAVENDER DISTILLERIES



NATURAL AND SYNTHETIC
RAW MATERIALS FOR PERFUMERY

LAUTIER FILS

47 CLIFF ST., NEW YORK, N. Y. CHICAGO ADDRESS: 200 N. JEFFERSON ST.



MOUSSE DE CHENE

colorless, absolute

CLAIR DE LABDANUM

colorless, absolute

MOREL @ CO.

AURANTINE M. CO.

for all Narcisse and Orange odors

JASMIN BLANC M. CO.

for all Lily types



OIL NARCISSUS "P.L."

Lb. \$48

Oz. \$3.25

Most wonderful character of the modern type with exceptional lasting quality.

OIL NARCISSUS "GRASSEFLEUR"

Lb. \$80

Very distinctive and desirable Oz. \$5.25 interpretation of Narcissus.

Both products should be blended with Tinctures of Ambergris and Tonquin Mush.

PIERRE LEMOINE ET CIE., Inc.

294 PEARL STREET

NEW YORK, N.Y.

PAB

A. MASCHMEYER, JR.

AMSTERDAM (OMVAL) HOLLAND

Established 1899

MANUFACTURER OF

HIGH-CLASS SYNTHETICS and AROMATIC CHEMICALS

INCLUDING HIS WELL KNOWN SPECIALTIES:

ROSE CENTIFOLIA "AMODOR," JASMIN WHITE EXTRA, NEROLY SYNTH. EXTRA

Ambre A. and N.
Cyclia 100%

Musk Ambrette 100%

Phenylethylalcohol C. P.
Aldehydes



ROSEPHENON EXTRA
RHODOL EXTRA
RHODINOL
IONONES—ALL GRADES
VERT M.

IMPORTED LANOLINE

GOLDEN FLEECE BRAND

ANHYDROUS AND HYDROUS



IN VARIOUS PACKINGS

IMPORTED TERPINEOL

LIENAU & CO.

Samples on Request

EXCLUSIVE AMERICAN AGENTS

Pfaltz Bauer, Inc. 300 PEARL STREET-NEW YORK

CHICAGO BRANCH 217 E. Illinois St. LOS ANGELES BRANCH 414 N. San Pedro St.

BOSTON BRANCH

305 Congress St.





ARTER EN BERGERE BERGERE

JUST TO CONFOUND

You've met him. His name is Legion. His business—very slow. Hard times are always with him, but—

van Ameringen's sales increased 71% in the first 5 months of 1924 over the same period last year.

Presented graphically, the comparison looks like this:

> Sales during first 5 months 1923



Sales during first 5 months 1921

VOLA Flower Oils*

Vola Sweet Peo Vola Carnation Vola Hyacinth Vola Heliotrope Vola Narcissus Vola Tuberose

Vola Jonquille

*Our VOLA group of flower oils holds the highest position for pure quality. A series of especially fine oils for the building of bouquet and single flower perfumes. The very finest product you can use.

Other items of interest in the van Ameringen line:

Cystol
Narcol
Opoponal
Velo Rose
Chypre C
Jasmin White C
Neroli White C
Essence of Carnation

Phenyl Ethyl Alcohol
Rhodinol
Iso Eugenol
Alpha Violet
Higher alyphatic alcohols
and aldehydes
Mousse de Chene absolute
Jasmin absolute

Essence of Labdanum and
Styrax
Ylang Ylang Bourbon
Olco Resin Opoponax
D. I. Essences (Marey's absolute terpeneless and sesquiterpeneless oils).

ver

absqui-

the CALAMITY CROAKER

Our business is consistently good. Likewise our products. Also the business of those who use them.

Reasons? There are several. In the first place, the perfume, cosmetic and toilet preparation business is on a more stable basis than ever before. There are more consumers buying more regularly.

In the second place, mental hard times hit the weaker houses first and hardest.

Thirdly, van Ameringen's 71% business increase, in the face of current "poorhouse propaganda," proves that merit makes sales strength.

The merit of your product will raise it above the uncertainty of conditions. What you put in is the determining factor. Buy for *surety*, not just from habit. Buy *purity*, rather than just oils.

Use van Ameringen flower oils, synthetic chemicals, essential oils, for surety and purity.

Send for samples. We will help you select just the right van Ameringen ingredient for the formula you are working on. Make your own test with our sample. We'll abide by the result.

A. L. van AMERINGEN

Sole United States Representatives for Marey & Cie, Paris, France

15 Irving Place, New York City



Quality Products at Quantity Prices

VANITIES







K 320 (illustration in exact size)

A very clever swinging mirror vanity exclusive with us, in either 2 or $2\frac{1}{2}$ inch size.

SINGLE DOUBLE AND TRIPLE PLAIN OR HAND PAINTED

But all with that touch of originality that has made Bee Dee Kay Products the talk of America.

Every piece made in our own laboratories of the finest ingredients obtainable.

F R E E

Advertising offer: for 30 days we will ship absolutely free of charge one gross of No. 73 (our regular 1½ inch vanity) with each gross of our large (2 or 2½ inch) vanities, whether plain or hand decorated. No. 73 is in an attractive hinged box in gilt finish fitted with rouge or face powder compact, mirror and puff and retails regularly for 25 cents. FREE for 30 days only.

WRITE TODAY for samples and special prices.

B. Kronish & Bro.

Bee Dee Kary.
LIPSTICKS. ROUGE AND
FACE POWDER COMPACTS
NAIL BEAUTIFIERS
SHAMPOOL ETC.
HAND PRINTED AND DECORATED



A COMPLETE LINE OF TOILET ACCESSORIES MADE OF FINEST INGREDIENTS "Handmads to Beauly"



35 EAST 10th STREET, NEW YORK CITY

Over 150 Original Hand Painted Designs





"JUST LIKE A ROSE"

is the comment we hear expressed on various finished products in which "Elko" Rose Oils are used. It is no wonder when you consider "Elko" Oils are properly blended from the highest quality Imported Natural and Synthetic Raw Materials. They are dependable for they are always uniform.

FOR PERFUMES & TOILET WATERS

Elko Rose Supreme Elko Rose Otto Elko Rose La France Elko Rose Rouge Elko Rose Blanc

FOR FACE POWDERS & TALCUMS

Elko Rose French T. Elko Rose Rouge T. Elko Rose S.

FOR CREAMS

Elko Rose C. Elko Rose Special C. Elko Roseol G. Elko Rose Jacques C. Elko Rose C 3. Elko Rose Blanc C.

VANIL

Concentrated Imitation Vanilla

One pint diluted with fifteen pints of warm water produces two gallons of Imitation Vanilla of unusual strength.

FRUIT FLAVORS

True and Artificial.

LIOUID COLORS

Standardized

Alkali and acid resisting, Fast and Stainless, produce permanent brilliance in Alcoholic or Aqueous Solution, when used ¼ oz. to gallon.

CERTIFIED COLORS

For Food Purposes.

Write for Our Latest Price List



SPHINX SEALS

Manufactured by CHAS. LACOUR

Paris

France



Small metal seals for fastening the ends of floss on the necks of perfume bottles. Samples and prices furnished by our American Representative-

E. M. LANING CO.

78-80 GREENWICH ST. Incorporated NEW YORK, N. Y. (Cable Address EMLANING New York)

Robt. C. Pursell, Phar., D., Vice-Pres.

Buffalo Representative

Wm. H. Barlow, Grad. Chem., Treas.

Memphis Representative J. W. Denton 592 S. Main St.

E. M. Laning, B. Sc., Pres. Boston Representative Rensai Chemical & Oil Co. 43 India St.

Harry Storrs 1560 Main St.

Societe des Produits de Synthese

"SOPROS"

Capital 3,000,000 Franca

Siége Social 49 Rue Cambon Paris, France



Office & Works Mantes S/Seine France

Manufacturers of

SUPERFINE SYNTHETICS

Products that are not only Chemically Pure but Olfactory Pure as well. Thus in the use of these products, you are always assured uniform finished perfumes.

CHEMICALS: of unquestionable purity.

CETONE D (Exclusive Specialty)

CITRONELLOL

ACETATE LINALYL C.P.

ALDEHYDES C8-C12 100%

METHYL VIOLET C.P.

HYDROXYCITRONELLAL 100%

ALCOHOL CINNAMIC C.P.

METHYL HEPTIN CARBONATE 100%

ALCOHOL PHENYLETHYL C.P.

(Unrivalled in fragrance)

SPECIALTIES:

ROSE: Will replace the Otto

JASMIN: Very flowery

LILAS: Blossom type

NARCISSE: Very popular

FLORANOL: Intense sweetness HELIOTROPE: Rivals the natural

OUARANTAIN: Carnation base

OEILLETTINE: For French Bouquets

ORANGER FLEURS: Base de Luxe

Matieres Premieres Pour Parfumerie

H. EUZIERE & CIE GRASSE, FRANCE

Natural Flower Oils



Resinoides & Essential Oils

ESSENCE CONCRETE DES FLEURS

"ESSODORS"

Registered Trade Mark

84 New and Interesting Perfume Bases

Absolute Floral and Bouquet Novelty Bases, containing in highest possible concentration, all constituents of the finest perfumes. Producing by simple dilution quintuple extracts of superior quality. Essodors contain in *Minimum* quantity the *Maximum* strength. Packed in original aluminum containers.

Write for Complete List of Essodors

Samples and Prices Cheerfully Furnished by

Sole American Representatives

E. M. LANING CO.

78-80 GREENWICH STREET

Incorporated

NEW YORK, N. Y.

Cable Address: EMLANING NEW YORK

rie

RS

lty

on-

er-

in-

ors

um

um

Y.

MORE PROFITS FOR YOU

More Comfort for Him

Two Popular High Quality Products
That Will Build and Hold New Trade

For the man who shaves himself, the most popular, convenient and satisfactory form of shaving soap—is the cream.

Cumbersome, dust-catching shaving mugs, beard softeners and 5 minute

rubbings are all memories of the past that should now be completely forgotten.

The use of "the right kind" of Shaving Cream is not only less bothersome, more clean and economical—But, It Saves Time and Temper—and gives a delightful, instantaneous, slow-drying lather, that is quick to soften the most stubborn beards.

A Shaving Cream shave is a pleasant 3 minute process, as free from discomfort as the arrangement of collar and tie—and for unsurpassed quality and EXTRA PROFITS our product under your private label—is "the right kind" of Shaving Cream for you to push!

Our Shaving Cream comes attractively cartoned in large well-filled tubes, and when retailed at even less than regular prices, not only nets you twice your usual profit—but, its genuine economy, sterling quality and YOUR NAME will bring the first purchaser back!

The "After-Shave Lotion"—a worthy companion to the Cream—offers the same possibilities, is a good seller and a certain repeater.



In this way a more profitable first sale shows the way to increasingly profitable repeat sales that—because of your name are absolutely guaranteed.

This is not theory, but a statement of facts, as proven by the experiences of hundreds who are enthusiastically pushing a line of their own!

OTHER PRODUCTS READY FOR YOUR NAME THAT WILL MAKE YOU A DOUBLE PROFIT

Lemon Cream, Cold Cream, Beauty Cream, Vanishing Cream, Massage Cream, Honey and Almond Cream, Dental Cream, Cocoanut Oil Shampoo, Quinine Hair Tonic, Greaseless Hair Dressing, Fancy Bay Rum, Toilet Water, Perfume, Face Powder, Talc and Baby Powders.

According to your needs or desires, we can furnish any of these products either in bulk or elaborately finished packages bearing your Private Brand and firm name.

If interested, we should be glad to hear from you, and whether your wants are large or small, we promise prompt, faithful and understanding service.

Your inquiry only obligates us. May we not hear from you—today?

COMMERCIAL LABORATORIES, INC.

NEWARK ::: NEW YORK STATE

There Are More Ways Than One to Skin a Cat

AND a good many more ways to reduce costs on stitched edge powder puffs. Using inferior silk on the back is one way; using ordinary thread another; rough, unsatisfactory wool plush still another; and cheap workmanship one more.

If you will compare the clean, beautifully finished, carefully stitched "Veri-Flat" powder puffs that we manufacture, with goods that are offered at lower prices, you will appreciate that a difference of 25% or 50% a gross, which actually amounts to 1/6% to 1/3% on your finished unit, is money well invested.

Let us show you samples of "Veri-Flat" wool surfaced powder puffs for compact boxes—puffs that are individual in appearance and unusual in quality—and see for yourself what we are shouting about.

MAURICE LÉVY

"Better Powder Puffs"

Factories: New Rochelle N. Y. New York Office: Hygienol Building 120-122 West 41st Street

For Cold Cream

Face Powder & Talcum Oils

ROSE "E"

Oil, per lb. \$25. 4 ozs. to 100 lbs.

ROSE No. 44

Per lb. \$18. 4 ozs. to 100 lbs. **BOUQUET 1000**

French Type, per lb. \$30. 6 to 8 ozs. to 100 lbs.

NARCISSUS "B"

Per lb. \$50. 6 to 8 ozs. to 100 lbs.

A New French Creation of the Highest Type

BOUQUET NO. 96

Per lb. \$80 Trial ounce \$5

For Perfume Extract—Compacts—Sachets and Face Powder

QUININE "F"

Oil per lb. \$7. 1 oz. to gallon; 65% Alcohol; Produces odor like the imported tonic. **BOUQUET BUDS**

Oriental per lb. \$20. 1 oz. to gallon; 65% Alcohol; Wonderful Toilet Water, to go out under a coined name. LILAS VEGETAL

Oil, per lb. \$16. Like imported Lilac Water. 1 oz. to gallon; 65% Alcohol.

The Public judges your Toilet Goods by the Perfume-

and, from long experience, we, too, know what they want.

Write for List of

BLENDED CONC FLOWER OILS

and COLORS; also free Booklet of Toilet Requisite Formulæ

EVERGREEN CHEMICAL CO.

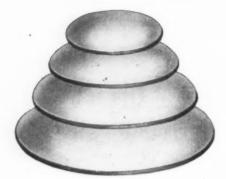
The Oldest Concentrate House

Established 1898

9 CHURCH ST.

NEW YORK

Le Marcelino





Our Specialty—Highest Quality Compacts in Bulk or in Complete Packages Under Your Own Name

> W E are now preparing our new Fall line of complete packages among which are all the latest 2inch singles, doubles and triples in different finishes. We are also showing our new line of hand decorated exclusive creations, the product of our own Art Department.

Unrivalled Lipsticks—Indelible, Waterproof and Changeable assuming natural color of lips on application.

A visit to our new home will convince you of the sincerity of our motto:

QUALITY—a little higher WORKMANSHIP—a little finer SERVICE—a little better PRICES—a little lower

A trial order will prove it.

LE MARCELINO

189-191 SIXTH

New York,

Compacts



Talcum and Face Powder

In Bulk and Your Own Containers Filled



COMPANY AVENUE N. Y.

H

ζ,

Just now perfumers are examining prices very carefully. Prices must be right. That is one reason why our business continues to show a substantial increase.

Pierre Dhumez & Co. PARFUMS PREMIERS

VALLAURIS A.-M.

FRANCE

The Dhumez Mark of Quality has been standard since 1845. Wherever it is found, in whatever of their many products, Dhumez satisfaction is inherent and uniform. Always the same, always the best. The invariable choice of discriminating perfumers.

Sauge Sclaree:

One of the World's foremost authorities says of this new and comparatively unknown essence —"Sauge Sclaree possesses an odour of finer fragrance recalling a mixture of Ambergris, Neroli and Lavender and in a few years will undoubtedly be valued even more than Rose Otto is today. It is an indispensable constituent of Ambers, Chypre, Carnation, Trefle and Orchidee, while most perfumes are much improved when a small quantity is added to them. Further it is the only product capable of improving the odour of artificial musk."

Pierre Dhumez & Company have been pioneers in the production of this new essence. Write us for sample and price.

ROSE JASMIN ORRIS

Samples on request

FOX & CLARKE CO., INC.

116-120 W. 32nd St., 119-123 W. 31st St.

NEW YORK

- -:-

N. Y.



LOND LA PLAINE GENEVA

SWITZERLAND

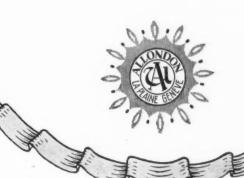
Premier Manufacturers of

Synthetic Aromatic Chemicals

for

Perfumes, Soaps and Toilet Preparations

TO our many friends in the perfumery and allied industries we take pleasure in announcing that we have appointed Messrs. Fox & Clarke Company, Inc., the exclusive agents for the sale of Allondon products in the United States and Canada.



Exclusive Representatives

FOX & CLARKE CO., INC.

116-120 W. 32nd Street

119-123 W. 31st Street

NEW YORK, N. Y.



BELGIAN TRADING COMPANY, Inc.

44 WHITEHALL ST., NEW YORK

Sole Distributors for United States, Canada, Mexico for the following firms

NADAL, DESPARMET & CIE

NANTERRE, FRANCE

Manufacturers of Synthetic Aromatic and Organic Chemicals.
PRODUCTS OF RARE QUALITY

Phenylethyl Alcohol Extra, Citronellol C. P., Linalol Bois deRose Hydroxycitronellal 100%, Benzylacetate F.F.C., Geraniol, Rhodinol. Alcohols and Aldehydes C.8 to C.12, Jasmin Fleurs, Terpeneless Oils.

HORTUS-NEROLIUM

Pegomas-Golfejuan-Vallauris GRASSE, FRANCE

Largest Cooperative Growers of Natural Flower Products.

Produce but one Quality—The Best!—Fast becoming the Standard of Perfumers who seek purity instead of price.

Rose Absolute—Tuberose Absolute—Orange Absolute. Neroli Bigarade Petale Pure—Petit Grain Pure.

ESSENTIAL OIL COMPANY, Inc.

TRENTON, N. J.

World's Largest Manufacturers of Chemically Pure and Water Free TERPINEOL

Our Eoco Terpineol is now the accepted Standard by Buyers who must have the best irrespective of where it originates. Even French Perfumers and Soap Makers are now using it in preference to the European Product.

SOCIÉTÉ LINNERIE

(Linnerie Glass Works)
NANTERRE, FRANCE

Manufacturers of Distinctive Perfumery Glassware

Stock carried in New York of all models shown in our February Price List. To facilitate selection, one dozen assorted samples will be delivered for three dollars. New models sketched and plaster molds made on request. Stoppers positively leak-proof. Prices reasonable. These Artistic French Bottles will add vigor to your line and gladden the heart of your Salesmen.

Imported Perfume Vials Always Available.

CHICAGO OFFICE

PHILADELPHIA OFFICE

Clarence Morgan & Co., 355 W. Ontario St. (See our ad on page 95)

Douglas W. Stewart, 2119 Spruce St.





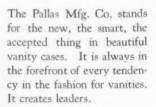
Nine Out of Ten Women Copy What the Tenth Does

"T see they're not wearing gloves in the evening" says the I average woman, and she leaves hers at home.

"They're dropping black hosiery," says the average woman. And she changes hers.

"They're all using two-inch spring double vanities," says the average woman. And she follows suit.

The tenth woman is the leader—it is she who gives impetus to new styles and to trends in fashion which have meant so much to manufacturers with foresight enough to please her.



Our new two-inch spring double in any coloring desired is going like wildfire—and we have some brand new ideas ready for responsible perfum-

> Write for full information.











459-463 E. 133d St. New York

Western and Southern Representative IRA SCHIEBER 2018 Railroad Exchange Building,

St. Louis, Mo.



Whirlpool "EDDY" Below Niagara Falls

BEFORE

Before becoming patrons of my office the usual comment is:

"There is nothing you can do for us that we cannot do for ourselves."

AFTER

After becoming patrons of my office such opinions as these are frequently expressed:

"You have handled our applications for permit and our bond for non-beverage alcohol in an efficient and businesslike manner. Your office has saved us no end of work, and we are glad indeed to renew our bond with you."

THE HEEKIN COMPANY,

"Your statement that you give service to users of non-beverage alcohol is absolutely correct, and I want to personally take this opportunity to thank you for the efficient manner in which you have handled matters for us."

DAY-BERGWALL CO.,

Endou. In. Day

Robert Utuku Secretary

EXTENSIVE SERVICE GRATUITOUSLY RENDERED THOSE WHO BUY BONDS OF ME

H. W. EDDY — THE BOND MAN

Specialist in Non-Beverage Distilled Spirits Bonds

506 OLIVE ST.,

ST. LOUIS, MO.

SERVICE FOR THE MANUFACTURING TRADE EXCLUSIVELY

Compacts

Rouge and Powder

Lip Rouge
Cosmetique
Eye Brow Pencils

Quality and Service

Originators of NATURAL ROUGE for Brunettes, Blondes and Olivettes.

OXZYN COMPANY

154 11th Ave.

New York City

In Business Since 1874

Descollonges Freres

LYON

FRANCE

PARIS

Orris D. F.

THIS synthetic product gives the true odor of ORRIS ROOT. Better than any Violet Base our ORRIS D. F. gives to the most varied compositions that finish and softness of tone which makes for complete harmony.

It is much more lasting than ORRIS CONCRETE or ORRIS ABSOLUTE.

Jasmin de Provence

We invite you to make an alcoholic solution of Jasmin de Provence to convince yourself that this synthetic product possesses the true characteristics of the natural. We are confident the result will surprise you.

Lilac Anthosia

A type of Lilac just as interesting in quality as in price.

Exclusive Selling Agents for United States and Canada

BENJ. FRENCH, Inc.

CHICAGO Frank B. Tracy 1203 Hartford Bldg. NEW YORK 160 FIFTH AVE.

COMPAGNIE PARENTO, Inc.

DETROIT OFFICE

IMPORTERS OF

NEW YORK OFFICE 505 FIFTH AVE.

ESSENTIAL OILS AND SYNTHETICS

PARIS OFFICE
32 RUE DE COURCELLES
LEVALOIS

EXECUTIVE OFFICES AND WORKS

CROTON-ON-THE-HUDSON

WESTERN OFFICE 410 S. MICHIGAN AVE. CHICAGO

NEW YORK
CABLE ADDRESS—PARENCO

"CRYSTAL CLEAR" is a product that has solved the Perfumers' age-old difficulty and problem—filtration.

What is "CRYSTAL CLEAR?" It is a chemical which increases the speed of filtering, thereby decreasing evaporation to a minimum and at the same time sends the product through with a crystal-like clearness, so much desired today.

In fact, just as a diamond stands out superior to other stones because of its brilliancy and clearness, so will your perfumes, toilet waters and tonics proclaim at once their superiority by their crystal-like clearness.

One pint of "CRYSTAL CLEAR" will filter over one hundred twenty-five gallons of either perfume, toilet water or tonic and considering the small cost, it is an indispensable product.

Because of our quantity sales, we are enabled to reduce our price on this famous filtering agent from \$3.00 per pint to \$2.50 per pint and \$2.25 in five-pint lots.

Specify below the amount you want for trial. Full and complete directions accompany your order.

Gentlemen:

Enclosed find \$..... for a trial pint(s) of

"CRYSTAL CLEAR"

\$2.50 pt.-\$2.25 in 5's

Important

A New, Durable, Odorless, Guaranteed Finish for Compact Boxes

WE have eliminated two serious defects in the manufacture of metal compact boxes, viz.: tarnishing and disagreeable odors.

We have perfected a hard, durable, brilliant finish which successfully withstands atmospheric and personal elements.

Severe tests including acid, alcohol, perspiration and abrasion have been used in developing this process and our compact boxes will retain their original finish much longer and the wearing qualities are also far superior to any other on the market.

Write tor Samples



ZINN BUILDING NEW YORK Established 1875

SIMON ZINN

INCORPORATED

210 Eleventh Avenue, NEW YORK

Phone: Chickering 8745

Western Representative: Charles A. Rindell, Inc., 64 W. Randolph St., Chicago, Ill. Single Boxes Thin Model—7/16-in. High
Three sizes—1½, 2 and 2½ in. diameter. Positive
spring catch for cover, with easy button release.

Two Inch Double Compact
Exact Size

Powder Compact 1 25/32"
Rouge Compact 1½"

A. Boake, Roberts & Co., Ltd.

Carpenters Rd. Stratford, London, E. 15 **ENGLAND**

Cables: BOAKE, LONDON

Codes: A.B.C. 5th & 6th-LIEBER'S 5 LETTER-WESTERN UNION-BENTLEY'S-MARCONI

Canadian Agents: Messrs. G. F. Sterne & Sons, Ltd., Brantford, Canada

Aeroplane Photograph of our Works



Showing Road, Rail and Water Facilities

Manufacturers of

ABRAC SYNTHETICS

AND ISOLATES

OF GUARANTEED PURITY AND ODOR VALUE

AMYL SALICYLATE

CINNAMIC ALDEHYDE

CITRAL

CITRONELLOL AND ESTERS

ETHYL PHTHALATE

GERANIOLS AND ESTERS

ISO EUGENOL

LINALOL AND ESTERS

MENTHOL RECRYST. B. P.

TRIACETIN

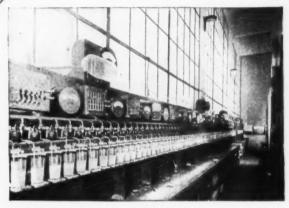
PHENYL ETHYL ALCOHOL

AND ESTERS

RHODINOL AND ESTERS

THYMOL B.P.

Analyzing Brass in the Laboratory of SCOVILL MFG. CO.



Behind the Quality of SCOVILL Vanity Cases BRASSES which rival all of the alloys of gold in color and malleability checked by chemical analyses to insure uniformity

Fice, Mills and Factories TERBURY, CONN.

BRASS MILL PRODUCTS - VANITY CASES-LIP STICK and METAL CONTAINERS

10 High St., Boston

280 Broadway, New York Penna Bldg., Philadelphia 224 W. Lake St., Chicago 1213 W. 3rd St., Cleveland San Francisco

Member Copper and Brass Research Asso-ciation

Imperial Metal Mfg. Corpn.

81-85 Sunswick Street Long Island City, N. Y.

ORIGINATORS OF LEAK PROOF SPRINKLERS



Patented July 7, 1914

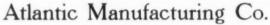
TUBES

UNIFORM QUALITY

BEAUTIFUL DESIGN

Excelling workmanship

Superior decorating



46-56 Nassau Street Newark, N. J.

Western Representative
I. D. Faden
186 N. La Salle St., Chicago, Ill.
Phone Dearborn 2736



IT is significant that some of 'the most conservative perfumers have for years entrusted to us the manufacture of their cosmetics.

French Cosmetic Manufacturing Co., Inc. 85 Crescent Avenue New Rochelle, N. Y.



ITTLE services so difficult to list because they are so varied and so personal; the quick intelli-

gence that appreciates your requirements and sees how to help—backed by an organization with the capacity, the experience and the equipment to render complete service—this we feel is what our customers have a right to expect; and this we pledge.

Rouge and Powder Compacts
Eyebrow Pencils
Cosmetique
Lipsticks

Inquiries solicited trom the manufacturing trade

French Cosmetic Manufacturing Co.

INCORPORATED

85 Crescent Avenue New Rochelle, N. Y.



OEILLET

"CHUIT-NAEF"

Few firms have a record comparable with that of M. Naef & Co. ("Chuit-Naef") for launching basical perfume materials which are universally recognized as valuable additions to the gamut of odor notes at the service of the perfumer.

Of the numerous products so introduced OEILLET is one of the best known and most appreciated. Its aromatic and tenacious character has served as the base for many successful compositions, but its latent possibilities are far from having been thoroughly exploited.

OEILLET, "Chuit-Naef," should not be confused with other products of the same or similar names, as its character is special and distinctive.

UNGERER & CO. M. NAEF & CO. NEW YORK

GENEVA

Attributes of Genius



Many times it has been commented that it is only the indefinable touch of genius which lifts a great popular success above the ruck of mediocre perfumes.

No doubt this is true, but the touch of genius usually manifests itself in part by the choice of the finest materials producible. No perfume can be more than a composite of its ingredients and the substitution of superior materials for those of ordinary quality frequently produces gratifying results.

This is the function of "StaffAllen" essential oils—to enable the perfumer to realize by their use the maximum possibilities inherent in his formulas.

UNGERER & COMPANY STAFFORD ALLEN & SONS, Ltd.

NEW YORK LONDON

American Perfumer

and Essential Dil Review

Registered in U. S. Patent Office

The Independent International Journal devoted to Perfumery, Toilet Preparations, Soaps, Flavoring Extracts, etc.

No producer, dealer or manufacturer has any financial interest in it, nor any voice in its control or policies.

TWO DOLLARS A YEAR.
TWENTY-FIVE CENTS A COPY.

NEW YORK, JUNE, 1924

Vol. XIX, No. 4

THE AMERICAN PERFUMER

and ESSENTIAL OIL REVIEW

Published Monthly

PERFUMER PUBLISHING COMPANY

14 Cliff Street

LOUIS SPENCER LEVY, President and Treasurer 14 Cliff St. EDWARD W. DREW, Secretary

TERMS OF SUBSCRIPTION

The United States	and Possession	ns -				\$2.00 a Year
Canada, Cuba and			-	-	-	2.50 " "
Foreign (Countries	in the Postal U	Jnion)	-		-	3.60 " "

TELEPHONE NUMBER: BEEKMAN 0791

CONTRIBUTING EDITORS

DR. CLEMENS KLEBER, Clifton, N. J.

PROF. CURT P. WIMMER, Columbia University, N. Y. Toilet Preparations.

DR. EDGAR G. THOMSSEN, Winona, Minn. Soaps.

DR. R. O. BROOKS, New York. Flavoring Extracts.

RICHARD B. FRANKEN, New York University.
Packages.

HOWARD S. NEIMAN, New York. Patents, Trade-Marks and Copyrights.

CONTENTS

Copyright, 1924, by Perfumer Publishing Company.
EDITORIAL Pa
New Tax Law a Step in Right Direction; British Exposition 1 Amother Lipstick Falsehood Nailed; New York Investigates. 1 American Medical Society for Federal Cosmetics Law
tising
Vanilla Bean Situation, by J. Edward Young, Jr
Congress Quits with Business Bills Shelved; Tariff News 1
Babson Reviews Tendency to Price Deflation
Wrong and Right Way of Handling Inquiries, by Leroy Fairman 1
Plant Exudations Used in Perfume Industry, by W. A. Poucher. 2
June Report on Grasse Floral Products
Associations, Expositions, Clubs, Etc
FLAVORING EXTRACT SECTION:
Official Report, Soda Flavors Ass'n; Food and Drug Notes 2 Saccharine Law Suits; Net Weight of Olive Oil Gallon 2
TRADE NOTES 2
Patents and Trade Marks 2
Foreign Correspondence and Market Report 2
SOAP SECTION:
Bureau of Raw Materials; Prooter & Gamble Naphtha Case. 2 Soap Manufacturers Concentrating in the Metropolis. 2 Difficulties of Soap Manufacture, by Victor Seidl. 2 Market Reports on Soap Materials 2

BRIGHTER OUTLOOK FOR BUSINESS

Reports received early this month by the United States Federal Reserve Board indicated that the slump in business had reached its lowest point and that conditions generally are on the mend. The slowing up was without alarming symptoms and the tone now is healthy, with many evidences that the natural revival already has obtained a firm foundation. Money is plentiful and rates are cheap.

The Federal Reserve Board's reports agree with Babson's diagnosis of conditions printed on another page, in that prices of commodities are declining and that there has been a slackening of manufacturing operations to meet the temporary falling off in the retail demand. This situation has been less acute than in many previous presidential election years and the adjournment of Congress until next December is having an extremely beneficial effect.

BOTH CRAMTON AND ONE-PIECE BATHING SUITS WIN CONGRESS APPROVAL

Showing the trend of the present House of Representatives at Washington are two interesting features. Both one-piece bathing suits and Cramton's bill to harass the business firms that use industrial alcohol were winners. But although finding time to consider these subjects the Congress could not use a moment to abolish the obnoxious extra war tax on industrial alcohol.

It was in the eleventh hour rush that Cramton pushed through his bill to create a prohibition Czar and in a way that even dry Congressmen resented. Coincidentally the House went on record for one-piece bathing suits, which most normal persons will consider an achievement much greater than the passage of the Czar Bill, insofar as business and humanity are interested or affected.

But after all the one-piece bathing suits won the more glorious victory. They will be in legal and lawful evidence on all the beaches in districts controlled by Congress, and the great mass of the bathers will enjoy the privilege.

Cramton, however, simply won only a drawn game. He acted unfairly and in doing so hewed true to form of Anti-Saloon League advocates and employees who have always been prolific in promises to legitimate industries

and when unwatched have tried to treat the business men of the Nation much as Brutus acted towards Caesar. It is an old story with our association members who have been active in discounting and yielding to the attacks of the Anti-Saloon League on our industries. But Cramton's Bill is in cold storage until next December when it will come up for consideration in the Senate. There also the Anti-Saloon League may spring a surprise, for the legitimate business associations had not a hint that the League would be able to pull off a passage of its latest pet measure in the House in the closing hours and then get it on the Senate calendar. But of course they did not reckon that Wayne Wheeler, chief agent of the Anti-Saloon League, would refuse to rest idly on his weekly salary of \$666. Mr. Wheeler, who must be admired for his adroitness, perspicacity and perseverance, sat in the gallery and watched his wards vote to create a new era of trouble for legitimate users of industrial alcohol.

The Czar Bill passed the House by a vote of 275 to 90, which means to our industries that 275 members of the present Congress are opposed to the best interests of the trades that are within our group. Every one of the 275 should be retired to private life and put on the Congress "lame duck" list for the December session. All of them will come up for re-election in November for a new term. The primaries will be held long before November; some during the early Summer. It behooves all of our readers to find out how their Members of Congress voted on the Czar Bill and set out to defeat the re-nomination and re-election of Czar advocates, but at the same time supporting men loyal to business. Party politics must not be allowed to interfere in this campaign.

NEW TAX LAW A STEP IN RIGHT DIRECTION

The revised tax law passed by the Congress was not wholly satisfactory to anybody, except perhaps some of the individuals who pay small Federal taxes, but on the whole it was better than nothing. Business generally will commend President Coolidge for permitting it to become a law and will watch with interest his efforts in the December session to secure a better law. Possibly the November election may aid him in his efforts.

Some of our readers are benefited by the repeal of the tax on fitted toilet cases, fruit juices, fountain syrups and beverages and carbonic acid gas, but other nuisance taxes remain.

REPORT OF JUDGE GASKILL'S ADDRESS

The only correct report of the Hon. Nelson B. Gaskill's address to the American Manufacturers of Toilet Articles so far printed, giving the tentative views of a member of the Federal Trade Commission on the hidden demonstrator problem, was that printed in our May issue and pending its publication in the official minutes this is the only report from which quotations may be made with any regard for accuracy. It seems that in the hurry up of some editors they used the uncorrected and unrevised report of Judge Gaskill's address, although the official report was available.

BRITISH EMPIRE EXPOSITION

An interesting account of the British Empire Exhibition at London, England, with photographs of some of the exhibits made by firms in our industries, comes to hand just as this issue is on the press and must necessarily and with regret be postponed until our next number. The ex-

JUST A WORD IN SEASON

In the Congress elections to be held this year the 275 members of the House of Representatives (or most of them probably) who voted against the interests of legitimate users of industrial alcohol will be candidates for re-election. Some United States Senators who are up for re-election also have opposed legitimate business. These men will continue to hold office until next March 4, but for new terms they must again win at the polls in November. Their party politics must not be considered. Are they going to reform and align themselves with the Nation's industries?

Every one of our readers should get busy. Find out the views and possibilities of awakening the sense of right in the future course of all candidates, whether old or new. Do not take generalities, but insist on positive pledges against the Cramton or similar bills, for ending the war tax on alcohol and for support of measures in the interests of legitimate business.

Now is the time to put the candidates on record. Let them understand you consider Business paramount to Politics and will not support candidates who are unwilling to help Business. The next few weeks offer opportunities for aggressive work that will more than reward our readers for the trouble, both in practical results and in saving time that would be lost after election when Business might be a suppliant for its rights instead of making sure of them while the candidates are seekers for votes.

hibition has been a great success, more than rivaling some of the famous world's fairs of the last century, although restricted to the British dominions. It will be found well worth visiting by our readers who may happen to be in England in the near future. Our British subscribers already know its attractions.

THE EDITOR'S TRIP TO EUROPE

The Editor of The American Perfumer & Essential Oil Review has just returned from his visit to England and continental Europe, with Mrs. Levy, including the flower and essential oil producing regions, much pleased with his trip, some observations and photographs regarding which will be printed in our July issue. The Editor found everywhere great interest in the American perfumery industry and was received with boundless cordiality and hospitality in recognition of the strides which the American perfumers have made in the last few years. His hearty and appreciative thanks are extended to the numerous friends he met for their many courtesies.

INDEX FOR THE PERFUMER, VOLUME XVIII

The Index of Volume XVIII of The American Perfumer & Essential Oil Review has been printed and distributed separately to those of our readers who have sent in requests for copies. The Index is larger than any of its predecessors, due to the fact that the quantity of text matter in ten years has more than doubled, an increase from 312 pages to 666 pages, while the arrangement has been improved and the references made more complete

1924

the

(or

er-

be

en-

sed

old

hey

ieir

ing

on's

ind

ense

her

on

ills.

t of

ord.

ount

are

ffer than

tical

fter its

can-

ANOTHER LIPSTICK FALSEHOOD NAILED BY ASSOCIATED ADVERTISING CLUBS

In our March issue (page 4) we printed the results of our investigation into the cause of the death of Miss Dickerson, of Atlantic City, which the sensational newspapers attributed to the use of a lipstick. It developed that neither chapped lips nor lipstick had anything to do with her death. The cause was an infection which got into a pimple she picked on her face. While lips may chap they do not develop pimples and in this case there does not appear to have been any relation as to use between the lipstick and the pimple.

The National Vigilance Committee of the Associated Advertising Clubs of the World has performed a service to the trade in issuing a bulletin to the press covering both the Atlantic City and another similar case of misrepresentation of cosmetics. The Vigilance Committee, strictly speaking, was not obligated to take up this matter, for its mission concerns advertisements, rather than news articles, but it did so as an additional service to honest and legitimate advertisers of useful and harmless toiletries. We are reprinting the bulletin sent broadcast to the newspapers with a slight but important correction in italics, which makes the case for lipsticks much stronger. It follows:

Lipsticks Not Poisonous

Deaths of two young women at Atlantic City and Buffalo recently, attributed by newspaper reports to the use of lipsticks, were not directly due to such cosmetics, discloses the health authorities and the National Vigilance Committee of the Associated Advertising Clubs of the World after an exhaustive investigation.

the world after an exhaustive investigation.

Through the co-operation of the Buffalo Better Business Bureau and the Advertising Club of Atlantic City, the facts developed show that a Buffalo physician reported death in the Fitzpatrick case as due to pneumonia and an infection of the skin of the face not traceable to any properties of the lipstick, while Atlantic City physicians state that although Miss Dickerson had applied a lipstick to an even pinelle or Labouth to a properties of the lipstick to a proper pinelle or Labouth to a proper pinelle or pi applied a lipstick to an open pimple on [should be near] her lip, chemical analysis showed the presence of no

harmful ingredient in the cosmetic.
The office of the Chief Medical Examiner of the City of New York reports that they have no knowledge of poisoning by the use of lipstick, and it is generally felt that infection was contracted from bacteria which are by no means harbored by lipsticks alone, but which are present on practically every article touched by human

Dr. Frank J. Monaghan, Commissioner of Health, in a public statement has scouted the idea of poisoning by the use of lipsticks; but he has determined to have his department conduct a thorough-going analytical test of various lipsticks now in use and offered for sale in New York with a view to determining the possibilities of serious results from their use.

When seen by a representative of this journal, Dr. Monaghan said he could not make a public statement about the final results of the test owing to the fact that the completed report was not yet in his hands. The retirement of the head of the Food and Drug Bureau has delayed this report. Dr. Monaghan said that the only possible danger lay in the use of certain dyestuffs in lipsticks. He asserted that his department had the authority to stop the manufacture and sale in New York City of any such preparations if they contained injurious materials. He hinted that action might be taken in case colors not certified for use in medicine or food products should be found in the specimens which the department now has under examination. At the

OUR ADVERTISERS

GLENCO PRODUCTS, INC. Importers and Manufacturers of Toilet Requisites 3905 2nd Ave., Brooklyn, N. Y.

AMERICAN PERFUMER & ESSENTIAL OIL REVIEW, 14 Cliff Street, New York, N. Y.

Gentlemen: We are delighted with the results that have been obtained through our first efforts, and if future replies are only half as plentiful, we shall feel that your paper has wonderful pulling power and glad to be one of your advertisers.

Very cordially yours, GLENCO PRODUCTS, INC., C. R. CHAMBERLAIN.

same time, he expressed doubt that poisonous ingredients would be found.

AMERICAN MEDICAL SOCIETY WOULD PUT COSMETICS UNDER FEDERAL LAW

Action which may have a far reaching effect upon the cosmetics industry was taken by the House of Delegates of the American Medical Association at its recent meeting in Chicago. Following the reading of an extensive critical paper before the Section on Dermatology and Syphilology its members agreed upon a formal resolution which they presented to the Society as a part of the report of the doings of their section. This section, which comprises about 100 members particularly interested in dermatology, selected Dr. Howard Fox as their spokesman.

Dr. Fox presented the sentiment of the section in the form of the following resolution:

Whereas, There has lately been an enormous increase in

the use of cosmetics, and, "Whereas, Many of these cosmetics contain chemicals irritating and even dangerous to the human organism, and,

Whereas, the dye, paraphenylenediamine has so often re-

sulted in serious and even dangerous irritation when employed in furs and on human hair, be it "Resolved: That the Section on Dermatology and Syphilology, through its regularly appointed Executive Committee, here the sec urgently recommend to the favorable attention of the American Medical Association that they foster legislation placing cosmetic preparations under the Food and Drugs Act, and especially requiring the placing of names of all poisonous ingredients on the labels

'That they foster legislation, prohibiting the use of the most harmful types of ingredients in cosmetics and that they foster legislation to prohibit the use of paraphenylenediamine as a dve for hair and fur and that this Council on Legisla-tion of the American Medical Association urge laws with criminal liability to enforce recognition of these demands.

The resolution was ordered referred to the Committee on Legislation and Public Relations. On the following day the report of that committee unanimously endorsed the resolution and urged its approval by the House of Delegates. This was done without a record vote.

Thus the American Medical Association has definitely acted in favor of restrictive measures in the manufacture and sale of cosmetics. It is anticipated that various state

g some Ithough nd well o be in already

SENTIAL land and his trip. will be erywhere and was we made e thanks

eir many

XVIII AN PERnted and vho have than any

antity of increase ment has complete. legislative bodies and the national legislature will be urged to act upon the recommendations of the Association in this regard. In addition, efforts will doubtless be made to enlist public support for the proposed regulatory measures as being in the interests of the general welfare of the community.

GOVERNMENT PATERNALISM AS MENACE TO REAL PROGRESS EVERYWHERE

Business men generally, especially those in our industries, who have run up against unnecessary governmental red tape, rules, restrictions and laws, will find food for thought in an extract from a recent address by Clarence H. Mackay, president of the Postal Telegraph Commercial Cable Co., at its recent fortieth anniversary celebration. Mr. Mackay's clarity of vision is obvious and based on his opportunities for studying conditions through many years on two hemispheres these observations are noteworthy:

"The great menace to progress in the world today is the ambition of a certain group of self-seeking people to place every phase of human activity under Government ownership and direction and to place life, liberty and the pursuit of happiness under bureaucratic control. This tendency is becoming very marked in our own country.

"Up to 20 years ago Washington interfered but little in the life of the American people. Today the activities and powers of the Federal bureaus reach into almost every phase of our social and business existence with the emphasis on our pocketbooks. This country became great and prosperous because it was the least governed of all nations. It advanced while Europe, struggling under the load of bureaucratic control, was retrograding.

"I believe that extreme paternalism during the last half century in Europe, by stunting individualism and progress, was largely responsible for the economic situation resulting in the great war in 1914. Perhaps Europe is at last seeing the light, for the last two years have witnessed a strong movement away from paternalism."

SUPREME COURT DEFINES MISBRANDING

A recent decision of the United States in the Douglas case, while it concerned only the branding of vinegar, set forth various principles that affect all products subject to the provisions of the Food & Drugs Act of 1906. The court held that the vinegar made from dried apples was not the same as that which would have been produced from the apples without dehydration, and that the substance removed was a part of their juices from which cider and vinegar would have been made if the apples had been used in their natural state.

"If an article is not the identical thing that the brand indicates it to be." Justice Butler declared, "it is misbranded." He then explained that the vinegar in question was not the identical thing that the statement of the label indicated it to be, and continued:

"The name 'apple cider vinegar' included in the brand did not represent the article to be what it really was; and, in effect, did represent it to be what it was not—vinegar made from fresh or unevaporated apples. The words, 'made from selected apples,' indicate that the apples used were chosen with special regard to their fitness for the purpose of making apple cider vinegar. They give no hint that the vinegar was made from dried apples, or that the larger part of the moisture content of the apples was eliminated and water substituted therefor. As used on the label, they aid the misrepresentation made by the words, 'apple cider vinegar.'

"The misrepresentation was in respect to the vinegar itself, and did not relate to the method of production merely. When considered independently of the product, the method of manufacture is not material. The act requires no disclosure con-

HOW PEARS LOST \$6,500,000

Some twenty years ago the A. & F. Pears Company of England, believing that their publicity had earned an invulnerable place for their product, and was no longer necessary—ceased advertising, says Publicity. For six months no Pears advertising appeared, and in that period the company had lost 35 per cent of its business. It was estimated it cost the company \$6,500,000 over and above its regular publicity schedule to rectify this error and get back where it was before the experiment.

cerning it. And it makes no difference whether vinegar made from dried apples is or is not inferior to apple cider vinegar. "The label was misleading as to the vinegar, its substance and ingredients. The facts admitted sustain the charge of misbranding."

HUGE SUMS SPENT FOR ADVERTISING IN 1923

We are indebted to the Crowell Publishing Company for a list of seventy-five of the large magazine advertisers in 1923. This list is based upon advertisements in only thirty-two magazines, many others not having been listed in the compilation, and the expenditures do not include the advertising these companies may be doing in newspapers, farm papers, business papers, outdoor advertising, street-car advertising, direct mail, theatre programs, window displays, directories, motion pictures, novelties, premiums and other forms of advertising. Despite the even larger sums than those here given that were spent by these advertisers their expenditures must not discourage the small manufacturers, for all of them "started small." It is a case of growth. Some of those in the list of interest to our readers include the following:

Colgate & Co	1,167,550 906,285 813,260 685,734 664,795 597,159 591,308 564,700 416,700	Lehn & Fink, Inc Florence Mfg. Co Watkins, R. L. Co Pond's Extract Co Fairbank, N. K. Co Squibb, E. R. & Sons. Vivaudou, Inc., V. Resinol Chemical Co Pompeian Laboratories, Western Co., The Mennen Co. The	\$393,460 392,935 391,358 386,550 371,030 319,175 315,890 283,213 279,200 273,040 256,895
Lambert Pharmacal Co.	410,755	Mennen Co., The	256,895
Armstrong Cork Co	400,400	Forhan Co	248,307

GOOD WORK IN REDUCING FIRE LOSSES

The award to the Chamber of Commerce of Hoboken, N. J., of the grand prize in the Interchamber Fire Waste Contest, conducted by the National Fire Waste Council, has been announced by the Chamber of Commerce of the United States. The award is based on fire losses and fire prevention measures. Hoboken showed a reduction in fire loss of 67 per cent for 1923 in comparison with the average for the preceding five years, or a reduction from \$449.224 to \$157,041.

P F S T T S T E E Office BUR ROBB

Mai

It I

very

prec

peri

vent

only

For all of the cities submitting reports the fire loss for 1923 was \$3.24 compared with \$4.75 for the whole country in 1922. As a result of the efforts made by the sixteen honor cities a reduction of 13½ per cent in per capita loss, compared with the preceding five-year average, and a decrease of 34 per cent in the number of persons killed and in ured were accomplished.

The national contest includes 202 chambers of commerce in forty-three states. This is a movement that should interest all of our readers.

FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION HOLDS ITS FIFTEENTH ANNUAL CONVENTION

Proceedings of Sessions Held in the Copley Plaza Hotel, Boston, Mass., June 11, 12 and 13, 1924.



ar.

923 for in

the errm adays, her han neir ers, vth. ude

,460 ,935 ,358 ,550 ,030 ,175

,890 ,213

ES

ken.

aste

has

ited

tion

67 the

041.

for

ntry

teen

loss, de-

and erce

in-

RICHARD H. BOND Elected President 1924 First Vice-President



ROGERS Elected President 1924 After Mr. Bond Declines



GORDON M. DAY Retires from Presidency Executive Committee



FRANK L. BEGGS Treasurer Former President



T. W. CARMAN Second Vice-President



D. T. GUNNING Third Vice-President



ROBERT E. HEEKIN Secretary



THOMAS J. HICKEY General Counsel

OFFICERS OF THE F. E. M. A. FOR 1924-25. OFFICERS OF THE F. E. M. A. FOR 1924-25.

President—F. S. ROGERS, Middletown, N. Y.

First Vice-President—R. H. Bond, Baltimore, Md.

Second Vice-President—T. W. CARMAN, Springfield, Mass,

Third Vice-President—D. T. Gunning, Chicago, Ill.

Secretary—R. E. Heekin, Cincinnati, Ohio.

Treasurer—F. L. Beggs, Newark, Ohio.

Executive Committee (in addition to the above named officers)—Gordon M. Day. Milwaukee, Wis.; George H.

Burnett, Boston, Mass.; L. B. Parsons, of New York;

Robert S. Joyce, of Philadelphia, Pa.

General Counsel—Thomas J. Hickey, of Chicago, Ill.

The fifteenth annual convention of the Flavoring Extract Manufacturers' Association of the United States was held in the Copley Plaza Hotel, Boston, Mass., June 11, 12 and 13. It had a larger attendance than its predecessors and was very enjoyable, and not less constructive, than its predecessors. The entertainment features were easily superior to even the ample programs provided in recent construction. ventions, leaving nothing to be desired.

The papers were all valuable and the discussions were not only interesting but instructive, the survey of the vanilla situation being especially valuable. One of the features, the election of Richard H. Bond as president, was a particularly splendid tribute to his wonderful work in behalf of the industry and his immediate resignation was a source of regret tempered with the knowledge that his efforts in promoting the interests of the association would continue.

The convention was opened by the president, Gordon M. Day and George H. Burnett, chairman of the Entertainment Committee, outlined the features of his program.

Annual Report of President Day

Mr. Day then read his annual report as follows: To the Members of the Flavoring Extract Manufacturers' Association:

"I am very happy to greet you all again at this our fifteenth annual convention; the fifteenth anniversary is its crystal one and I hope we have passed through most of our diffiof the culties and that our way is clear and bright as crystal ahead of us. I believe all of your officers will agree with me that we have come through one of the most trying and active vears of the organization but, what is more important, with but one exception, a favorable solution of our troubles has been reached.
"As your president, I was obliged this past year to call a

special meeting of the active members of the association which was held in New York on March 21, and which was considered necessary due to the importance of the prohibition legislation being promulgated in the State of West Virginia. This is the second time in the history of the association that this has occurred. Your officers felt that in so far as this legislation involved the constitutional rights of the individual or corporation to do an interstate business into West Virginia that the matter should be given every consideration. The proper course of procedure was decided upon at the meeting, but to date we have been unable to secure the needed co-operation of West Virginia jobbers to help us carry through a test case.

"Probably the next most important thing concerning our organization has been the passage of Prohibition Regulations No. 60. In these regulations the biggest thing for extract manufacturers has been the permission to allow them to have their permits continued indefinitely as long as their supporting bond is kept alive and not make it necessary for them to file new permits annually. To Mr. R. H. Bond, it is my belief, that this legislation, favorable to us, is due. Mr. Bond has also been obliged to give his attention to hundreds of bills which have been introduced in the seventeen state legislatures which have been in session the past year and we can thank Mr. Bond for the almost perfect record in taking care of these bills.

Digest of Food and Prohibition Laws

"The third item of importance which comes to my mind is that of the publication by our executive secretary of the Digest of Laws, both Food and Prohibition, which have been published by him and furnished to members who are in good standing and who have performed the necessary requirements as stipulated by the executive committee so that they might receive their copy. I believe we should take this opportunity to extend our most hearty thanks and appreciation to Mr. Hickey, our attorney and secretary, for the untiring efforts he has put forth in compiling this stupendous piece of work and if you will give sufficient time to look this Digest over you will find that it is absolutely correct to the minutest detail from every standpoint and will be kept so if you will simply insert your change sheets as they come from the secretary's office from this date on. I wish to express my sincere personal thanks to Mr. Hickey for getting this work out in time for the convention this year and it seems to me that no extract manufacturer can afford to be without one of these books which contain every kind of information necessary to us.

"Circulars No. 147 to No. 167 inclusive have been issued the past year and have come out at such times as it was necessary to give information to our members relative to their business.

"At your convention a year ago I made the statement that the State of Wisconsin at the time was permitting the sale of colored compounds in the state although the Dairy and Food Commissioner was not thoroughly in accord with the sale of such an article. Since the convention a year ago, the Diary and Food Commissioner's Department of Madison, Wis., decided that they would not permit the sale of this goods any longer and through our attorney we have arranged a test case. This case is just about to be tried and we believe, and our attorney believes, that we will win the case and that the State of Wisconsin from that date on will be compelled to allow the sale of colored compounds. The Food Commissioner has agreed to permit the sale of compounds until the case is decided definitely.

"This case is being carried on by our firm in conjunction

"This case is being carried on by our firm in conjunction with several other manufacturers who are interested in the State of Wisconsin and if any information further than the above is desired, I shall be very glad to give you all the information possible if you will take it up with me per-

"We all realize the extreme situation to which we have been subjecting by the appalling figures that vanilla beans are now bringing and we have arranged to have a paper by a well known man to try and enlighten us on the present situation and the future outlook. It seems to me that the high prices of this commodity will eventually seriously curtail the consumption of pure extracts and turn the demand toward the cheaper compounds.

"I want to take this opportunity to thank every member of

the executive committee and the different officers of the organization, as well as the members themselves for the co-operation they have favored me with in the conducting of the affairs of the association for the past year. I realize that it is only by the combined efforts of the organization that we can be successful and I know that you are interested to the same extent that I am in the welfare of this organization. With sincere thanks to you all, I am, sincerely

"GORDON M. DAY"

o in clatio pto tod da o to

President Day then appointed these committees:

On Resolutions: R. H. Bond, chairman; L. B. Parsons, R. J. Massey, D. J. Buckley, C. W. Jennings, T. J. Hickey. On Audit: Leslie K. Talmadge, chairman; Robert S. Joyce and A. F. Wussow.

Secretary Laudenslager remarked that Mr. Joyce had not only entered business actively in his father's firm, the A. Colburn Co., Philadelphia, but was now going into association work, following his father, the late Charles D. Joyce, who served as president and in other offices in the F. E. M. A.

President Day introduced John T. Burnett, who, in turn, presented Mayor James M. Curley, of Boston, to the members. The Mayor in a happy speech of welcome presented a golden key of the city to the association. Seriously, he inquired if the time had not arrived to take the national defense and the business of the American Nation out of politics.

R. H. Bond, in replying, told some amusing stories and in serious vein deprecated the tendency to tie business up hard and fast with bureaucracy.

Praise for the Association's Achievements

President Day read the following telegram from an old and active member of the association:

PHILADELPHIA, June 11, 1924.

Gordon M. Day, President, F. E. M. A., Boston:

Dear Mr. President: My vocabulary is totally inadequate to express my regret in not being able to attend this session. Your associaton has not only done a valuable work during the past year, but it is without question of doubt the very best organization of the kind in the country. My carnest hope is for the re-election of all of the officers. With best wishes for the present and future.

JOHN L. CLAWSON.

This telegram from the Prohibition Unit was read:

Washington, D. C., June 12, 1924.

Willoughby M. McCormick, F. E. M. A. Convention. Boston:

The Prohibition Unit desires to thank the Flavoring Extract Manufacturers' Association for its helpful co-operation during the past year and particularly noting the aid given by Mr. Bond in the preparation of regulations. Investigations made partly as a result of information furnished by your association have resulted in indictments of persons who were conducting questionable business with respect to flavoring extracts. The Unit urges continuation of the Vigilance Committee work and assures active co-operation with you in order to protect the industry as far as possible from illicit operations.

James J. Britt.

Acting Prohibition Commissioner.

Reports of the Secretary and Treasurer

W. W. Laudenslager, secretary of the association, made a brief report, introducing Thomas J. Hickey, the executive secretary, who made a detailed report of the activities of his office, which includes the duties of general counsel.

During the year Mr. Hickey received and answered nearly 2,000 letters on association business, besides giving opinions, keeping track of legislation and performing other duties. He prepared and sent to the members twenty-one printed circulars on subjects of importance to the industry. Numerous cases of interest only to individual members were handled. Congress and fifteen legislatures were in session for various periods. Mr. Hickey received and studied 447 bills and made 568 reports and opinions on them. Much

ng

at

to m.

ns,

ot

E.

ted in-

and

de. this ork the

My

V.

4.

ion.

Ex-

tion 1 by ions

vour

vere

ring om-

llicit

er.

nade

itive

s of

ered iving

other

v-one

strv.

were ssion 447

fuch

work was done in the movement for the simplification of

Since the last convention Mr. Hickey compiled a Digest of National and State Laws and Regulations affecting flavoring extracts, household drugs, patent and proprietary medicines. It consists of 140 pages and contains in addition to the laws a copy of the Constitution and By-Laws of the association, as well as a list of active members and a buyers' guide of associate members with a brief reference to the principal products handled by the associate members. The total cost to the association was \$1,600 in actual expenses, in addition to a good part of Mr. Hickey's time for five months. The distribution was limited to active members, it having been decided that as they bore the larger proportion of the cost and paid higher dues they were entitled to the benefits.

and paid higher dates they were entitled to the benefits. In other words it was the opinion that the book should go only to those doing their full share in supporting the association.

Mr. Hickey paid a tribute to President Day, Chairman Bond, of the Legislative Committee; Chairman Heekin, of the Membership Committee and Treasurer Beggs. He also praised the Chairman Gunning, of the Chicago Section, and Walter L. Filmer for their work in behalf of the associatime of the Springfield convention in 1920 in connection with the inquiry into "The Proper Amount of Alcohol for Use in Vanilla Extract." Details of the work done by the chemists on the committee were given and will appear in the Official Minutes. Dr. Boyles and Dr. Shanley said:

"The conclusions to be drawn from this work are that a menstruum containing 47 to 50 per cent alcohol will produce the best vanilla extract, as regards clearness, color and flavor; that 40 per cent or less of alcohol produces an inferior extract as regards clearness, color and flavor; that per cent or more of alcohol produces an extract somewhat inferior as regards color and flavor and is wasteful of

"Finally the menstruum used for extracting vanilla beans should not contain less than 45 per cent nor more than 50 per cent of alcohol.'

In accordance with the request made at the 1923 convention Dr. Boyles and Dr. Shanley took up the question of the freezing out of vanilla extract in ice cream, conducting two independent sets of experiments. The details of the tests will be given in the Official Minutes. The conclusions reached were as follows:



GEORGE H. BURNETT Executive Committee



L. B. PARSONS **Executive Committee**



ROBERT S. JOYCE Executive Committee



S. J. SHERER National Councilor

tion. The detailed report will appear in the Official Min-

Frank L. Beggs, the treasurer, made his report as of June I, which showed receipts of \$19 362.77 and expenditures of \$11,640.66, leaving a balance of \$7,722.11, being just \$138.33 less than the balance carried over from the previous year on June 1, 1923.

Paper and Discussion on Vanilla Bean Situation

One of the most interesting features of the convention was

One of the most interesting features of the convention was the attention given to the vanilla bean situation.

"Vanilla Beans, Present Conditions and Outlook for the Future," was the title of a paper prepared by J. Edward Young, Jr., of Thurston & Braidich, New York, which was read by C. W. Potter, as Mr. Young had been obliged to sail for Europe just before the convention date. This paper is private in full an aparther years of this issue.

is printed in full on another page of this issue, S. J. Sherer, former president of the association, in this connection read a telegram which he had received from the Chamber of Commerce in the morning stating that the Vera Cruz crop of vanilla beans for 1923-24 would amount to 100,000 pounds of whole beans, and 40,000 pounds of cuts, with prospects for 1924-25 of 150,000 pounds of whole beans

and 50,000 pounds of cuts.

W. M. McCormick, the first president of the association. declared that the manufacturers of natural vanilla extract ought to "stand by their guns" and not give up the business built up by years of effort, merely because prices were high.

A motion was adopted requesting members possessing surplus vanilla beans to notify Secretary Hickey and state the details as to kind, quality and price,

Report of Research Committee on Vanilla Extract

Dr. F. M. Boyles and Dr. E. J. Shanley, of the Research Committee, in a report reviewed the developments from the

"To sum up, it is shown that there is not enough change in the flavor of ice cream ingredients during storage of a reasonable length of time to materially affect the character or strength of vanilla flavor and that there is actually no loss of the vanilla flavor itself; in other words vanilla does not freeze out of ice cream."

Report of the Legislative Committee

Chairman Bond, of the Legislative Committee, submitted a complete and comprehensive report of the work of the year. It gives in detail the action of legislative bodies of interest to the flavoring extract industry and will be printed in full in the Official Minutes. Mr. Bond supplies this general review of the entire situation which is pictured in a way to interest other industries also:

"Your Committee recalls that in reporting to you in 1923 concerning the legislation which demanded attention, it congratulated you upon the fact that no subsequent legislative sessions, either State or National, could add any terrors to those which we had already endured, but later events have shown how unwise it is, even with the light of experience to guide us, to make predictions, for, since our last report, those terrors which we had endured, while terrific and multitudinous, were nebulous spectres by the side of those which have confronted us. The National Congress has twice been in session since then; there have been thirteen State Legislatures in session, either regular or special, since January 1 of this year, three of these are still in session (Louisiana, Massachusetts and Rhode Island), Georgia will be in session this month, and the Iowa Legislature has re-

essed until July 8, when it will reconvene.

"Your Committee would not cry 'Wolf! Wolf! when there is no wolf,' nor would it even in its feeble way sound an alarm did it not believe that the people of the States and the Nation at the present time are facing problems upon the

M

fee

zat By

mo

of

to

Con

sec

bee

vot

vig F

fro

you

ing

to 1

can

The

just

effo

am

I lil

or v

body

rem

correct solution of which will depend our happiness and welfare. Most assuredly, things cannot long continue as they are.

"We are confronted on the one hand by Socialism, Communism and Bolshevism, with all of the unhappy train of calamities which follow in their wake, and on the other hand with an ever-growing and increasingly autocratic Bureaucracy seemingly firmly entrenched behind the breastworks, regulating or attempting to regulate the minutest details of the private lives, the avocations and the business of our people. Either of these arms of the cross on which the American people are being crucified is equally abhorrent to those who are imbued with the ideals for which our fathers fought and upon which the last hope of freedom and of civilization depends.

Business Voters Must Awaken to Civic Menace

Your Committee, being in such close touch with legislative matters throughout the land, as well as sometimes being present when the curtain is lifted and the functioning of our City, State and National Bureaus and Departments is seen, cannot refrain from urging upon our membership the necessity of each of us and those who are connected with us who are entitled to the franchise, to see to it that we do our duty in the civic affairs of the State and Nation.

'We can correct fully and completely every abuse and evil which confronts us if we will but wholeheartedly attempt it. We do and can get just the kind of Government we deserve, but until the business man and those who have some material stake in the nation are willing to make sacrifices, to hold office, or do the things necessary to see that proper men hold office, that the right kind of representatives are sent to the City Councils, State Legislatures and National Congress we will go on from bad to worse, and it does not require the eye of a seer to visualize the end.

"Your Committee is glad to note that thinking men all over the country are waking up to the appalling outlook which we are facing, and has within the last two weeks heard two great and brilliant men in communities as far separated as Dallas, Texas and Chicago, Illinois, in a masterly way analyze our ills and with all of the fervor of patriots urge upon their hearers the duties that your Committee in these few words has pointed out.

"In this report, your Committee has not attempted to give a resumé of even a tithe of the questions affecting the welfare of our members which have engaged its attention. Shall touch first upon some of the State legislation which has engaged our attention and lastly upon National legislation. Your Committee will not attempt to read but a small part of what is here set down but hopes that our members, when the minutes of this meeting are printed, will take the time to go over the report carefully with an understanding heart and visualize what this association has meant to their personal welfare and to the welfare of their respective businesses. It is hoped that this will not be found uninteresting.

"The thanks of the Committee are extended to all of the sister organizations that have cooperated with us during the year, and are extended especially to our membership for the manner in which they have held up its hands, and to the officers of our association for the splendid work they have done and the assistance they have rendered, and particularly to our General Counsel, Thomas J. Hickey, for his untiring industry, patience and masterly handling of the many questions which have been put up to him by your Committee."

Reasons for High Costs in Extract Industry

C. F. Sauer, of the Committee on Costs, presented a report outlining facts and conditions regarding the hardships under which legitimate extract manufacturers who are under heavy bonds and who are trying to do an honest and legitimate business are laboring. His report cites the effects of the Eighteenth Amendment on the industry and shows the cnormous sums spent to enforce it, while the results in government permits are comparatively small. Under the present regime, Mr. Sauer reports, some manufacturers are turning out goods that must be made from tax free alcohol, as their

prices are lower than the actual cost of manufacturing them from tax-paid alcohol. He makes a strong plea for the elimination of the war tax on alcohol, saying in part:

"I am firmly convinced that the fundamental cause is the tax of \$4.18 a gallon on alcohol. If this tax was reduced to \$1.10, where it was some years ago, it would almost automatically make it unprofitable for the illegitimate manufacturer, because his profit would be taken away from him."

The high price of vanilla beans, prohibition permit frauds and bootleg manufacturing competition Mr. Sauer considers evils that must be met. He suggests relief through legislation. His report will appear in full later.

Some Interesting Papers on Timely Topics

One of the features was a paper on "Factory Management," by Theodore Pennock, of Rochester, N. Y., in which he told of the tremendous improvement in machine tools in the last fifty years and the wonderful advances made in highly specialized automatic production machines.

"Several Unusual Angles on Merchandising" was the topic assigned to Arthur S. Allen.

"What the Consumer Expects in a Flavoring Extract," was the subject assigned to Mrs. Elizabeth MacDonald, field editor of the Modern Priscilla.

Reports of Insurance and Publicity Committees

C. W. Jennings, chairman of the Insurance Committee, in his annual report devoted chief attention to fires in public institutions, in doing which he outlined hazards and corrective measures that would apply to prevention in many other buildings.

Fred S. Rogers, chairman of the Publicity Committee, made a semi-humorous report suggesting that the title be changed to Secret Service, for without a million dollar fund to boost flavors the chief aim was to prevent and correct unfair attacks on the industry. These attacks had been growing fewer.

Mr. Rogers told of the broadcasting by radio of articles written by Dr. Bernard H. Smith and Richard H. Bond on the merits of flavoring extracts.

At an executive session of the association the members considered the attitude to be pursued in relation to the movement begun in the last session of Congress to abolish the war tax on alcohol for the industries. The matter was referred back to the Executive Board to make a further investigation and report.

James F. Morrison, of the Owens Bottle Co., spoke on the "Standardization of Bottle Sizes."

A memorial was prepared and ordered inserted in the Official Minutes on the death of George H. Carter, long prominent in the American Spice Trade Association and general manager of the D. & L. Slade Co., Boston,

Mr. Bond Elected President by Acclamation

When the time came for the election of officers and just as Chairman Sherer, of the Nominating Committee, was ready to report an incident unique in the annals of business organizations occurred. It is best told in the words of the official minutes, as follows:

Mr. Beggs: I would like to ask unanimous consent to speak a few moments. I came to this Convention as many of you did, thinking our line of procedure would be to advance our officers as we have in the past, that our First Vice-President would under the natural order of things become President. I find the Nominating Committee has seen fit to change that program, not through any desire on their part, however, but through circumstances that have arisen. In fact, the First Vice-President who is the logical candidate at this particular time absolutely declines the office. I am disappointed and the situation appears to me as requiring something exceptional in our line of procedure.

I do not need to euologize or bring to your attention by weak words of mine, the forceful services of our First Vice-President, Mr. Bond, and the heroic work he has done for this Association. If we had not been so fortunate as to avail ourselves of his services, in all probability we would have no occasion for meeting here today. If this

0

ls

ic

ld

ny e. nd act en

les

on

ers ve-

he

re-

in-

the

the

ng

en-

just

was

iess

the

t to

any

to

irst

ings

has

e on

nave

gical

the

me

ure.

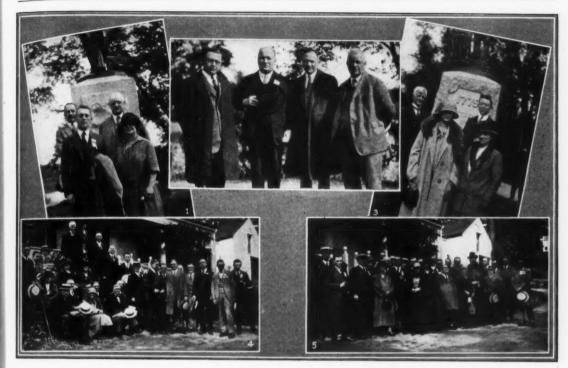
by First

done

e as

this

we



AT THE F. E. M. A. CONVENTION: 1. FRITZSCHE BROTHERS CONTINGENT: (FRONT)-MR. AND MRS. ARMSTRONG; (REAR) MESSRS. FELLOWS AND ZIMMER. 2. PART OF CHICAGO GROUP: MESSRS. WUSSOW, HICKEY, GUNNING AND ZIMMER. 3. Tribute to the Minute Man Paid by English Friends: (Front)—Mrs. Webb and Mrs. Swinton, (Rear)—Mr. SWINTON AND MR. WEBB. 4 AND 5. GROUPS AT THE HANCOCK COTTAGE, CONCORD, MASS.

organization is under obligation to any man, it is under obligation to Mr. Bond.

I think that expresses the sentiments that I believe you

feel and reciprocate.

Therefore, I move you, Mr. President, that this organization suspend all rules and regulations of the Constitution, By-Laws and everything considered and do hereby unanimously nominate and elect Mr. R. H. Bond as President of this organization and that after his election, he be allowed to retire with the honors of this office and the Nominating Committee can then do as they please. (The motion was

PRESIDENT DAY: You have heard the motion which has been seconded. All those in favor will signify by a rising vote. (The entire membership present arose and applauded

vigorously.)

PRESIDENT-ELECT BOND: You have heard so much talk from me since I have been here, that I am not going to bore you with any more talk or any lip service. I want to say to you that the thing which you have done here this morning I appreciate more than anything that ever happened to me since God gave me that wonderful wife of mine. I can't do much talking about that. My heart is in this thing. There are men here, boys like that wonderful fellow who just made this fulsome address concerning me and my poor efforts, that I love like they were brothers, men whom I am fond of and whom I carry on my heart in my daily

You know, I am a funny kind of fellow. If I like you, I like you all over and I am for you whether you are right or wrong, although I don't want you to be wrong; I want you to be always right. I may cuss you, but I won't let any-

body else do it.

I want to say that this is a compliment that I don't remember ever having been passed to any man in any organization. I am deeply grateful for it.

You know it is said that "He who hath wife and babes hath given hostages to fortune." I have a hostage in the State of Massachusetts, my youngest daughter who married a physician in Holyoke, Mass., a wonderful girl in every way, beautiful, straight, intelligent, splendid mother. Father is going over there to that boy and girl and he is going to tell them what his friends have done here for him this morning. (Applause.)
With great respect and regret, I resign the Presidency

of the Flavoring Extract Manufacturers' Association.

Mr. Beggs: Mr. President, realizing as we do that we cannot get along without Mr. Bond in the position he has occupied for so many years and that our work would be hopeless, we would be at sea without a rudder, I move you that his resignation be accepted. (The motion was seconded and at this point, Mr. Day resumed the Chair.)

CHAIRMAN DAY: I don't know parliamentary procedure very well, but as Past President, I will put the question. You have heard the motion that Mr. Bond's resignation be regretfully accepted. All those in favor will please say "Aye." (The motion was unanimously carried)

The report of the Nominations Committee then was presented and officers for 1924-5 were elected, as shown in the roster at the beginning of this report.

Report of Resolutions Committee

Chairman Bond made the following report for the Committee on Resolutions and it was adopted unanimously:

1. Whereas, this Association believes that the so called Cramton Bill which proposes to set up a prohibition bureau in the Treasury Department, separate and distinct from the Internal Revenue Bureau is an unwise and unwarranted measure, subversive of the best interests of the legitimate alcohol using trades and the general public; therefore be it

Resolved, that this Association instructs its officers and

bu att Gl fro ma

Ca lar his

go sp

nii eni He

He

COI

ing

son Jae mi

rea

Me

Me

the

OW

tai

nol

lan

Arl

Bal

Boy

Jos.

Citi

Α.

H.

Day

Eco

requests its members to continue to oppose this bill and to do such things as may tend towards its defeat.

- 2. Resolved, that this organization continue its fight against the unwise and unjustifiable Haugen Bill, and do such things as are possible to prevent its enactment into a law.
- 3. Resolved that this Association believes that so long as the Volstead Act and the Eighteenth Amendment to the Constitution are the law of the land they should be obeyed in letter and spirit by all citizens, and pledges itself to do what it can to see that the illict sale of liquors is stopped and particularly to see that alcohol seemingly drawn down for proper purposes is not diverted to improper uses.
- 4. Resolved, that this Association deplores the increasing trend toward bureaucracy, municipal, state and national, and feels that unless this tendency is checked and our public men brought to a realization of its dangers that the people of this land while in name free and independent, will actually and for all practical purposes be enslaved.
- 5. Resolved, that this organization protests against further centralization of power in the General Government; that it has already taken over agencies heretofore under the direction of the States in a manner not dreamed of by the founders of our Government.
- 6. Resolved, that as the addresses which have been made at this Convention have been particularly instructive and inspiring, our cordial thanks are extended to the following gentlemen who have so signally favored us: Mayor James M. Curley, Mr. R. H. Bond, Mr. J. Edward Young, Jr., Mr. Theodore Pennock, Mrs. Elizabeth MacDonald, Mr. Arthur S. Allen, Hon. James Jackson, Dr. Willard Scott.
- 7. Resolved, that the thanks of the organization are given to the Illinois Glass Company for having permitted us by their motion picture films to see the full details of bottle manufacture by machinery.
- 8. Resolved, that our earnest and sincerest thanks are given to our President, Mr. Gordon M. Day, for the manner in which he has handled the affairs of this organization for the last two years. Under his able guidance, the Association has gone on to even greater heights of usefulness than it had attained in the past and now it is not too much to say that it stands out in the front rank of all of the trade organizations in America in its activities and usefulness to its members and to the general public. He has our respect and our affection.
- 9. Resolved, that our thanks and our sincere appreciation for his splendid work is given to our General Counsel and Executive Secretary, Mr. Thomas J. Hickey. No task has been too great nor sacrifice too much for him to make for the welfare of the Association. His patience, sanity and judgment in advising our committees and our members is only equalled by the willingness with which he has met every demand we have made upon him. We particularly extend to him our thanks for the magnificent work he has done in producing and whipping into shape, the Digest of Laws.
- 10. Resolved, that our thanks are cordially extended to our Mr. Robert E. Heekin, chairman of our Membership Committee and to the other members of that committee for the effective work which they have performed in securing members for the organization.
- 11. Resolved, that the thanks of the Association are hereby extended to the Alcohol Trades Advisory Committee, appointed by Commissioner of Internal Revenue D. H. Blair, and to its assistants for the fine work they have done in helping the prohibition officials to whip into a workable basis the rewrite of Regulation No. 60.
- 12. Resolved, that the hearty thanks of this Association and its members are given to our Convention Committee: Geo. H. Burnett, Chairman; D. J. Buckley, Norman Dillingham, F. W. Tucker, H. Forte, Thomas F. Tierney, H. E. Tower. The organization congratulates itself upon the splendid work of these fine men in providing for the comfort, the entertainment and the happiness of our members while in this great city. Satisfaction must come to them from a work well done. And we say to them, "Well done, thou good and faithful servants."
- 13. Resolved, that the thanks of the Association be extended to Mayor Curley and the City Fathers for the use

- of the steamship *Michael J. Perkins* for the trip around the harbor. It was a particularly enjoyable trip and they have our gratitude for having made it possible.
- 14. Resolved, that the thanks of the Association be extended to Mr. Louis Spencer Levy, publisher of The American Perfumer and Essential Oil Review, for the publicity which he has given our organization and the coperation which he has accorded us during the past year, and that The American Perfumer be continued as the official organ of our Association.
- 15. Resolved, that our thanks are extended to the Spice Mill and to the Tea and Coffee Trade Journal for the publicity they have given us.
- 16. Resolved, that we extend our thanks to the management of the Copley-Plaza for the courtesies extended us at our meetings and for the care they have exercised for our comfort and welfare.
- 17. Whereas, Mr. R. H. Bond has shown his disinterested loyalty and devotion to our Association in innumerable ways during the past several years, and
- Whereas, he has demonstrated through his untiring efforts as Chairman of our Legislative Committee, the very highest qualities of intelligent, energetic and courageous leadership in our behalf, and
- Whereas, it is fit and proper that the Association in Convention assembled should let it be known that our organization appreciates the splendid work done by him; therefore be it
- Resolved, that the Flavoring Extract Manufacturers Association of the United States does hereby acknowledge as clearly and earnestly as words can do so, its gratitude to Mr. Bond for the herculean labor he has performed in our behalf: be it further
- Resolved, that a copy of these resolutions be spread upon the minutes
- 18. Resolved, that the thanks of the Organization are given to Mr. Jas. Morrison, of the Owens Bottle Company, for assistance to our association in the simplification of bottles. It is deeply appreciated.
- After the installation of officers, during which some pleasant compliments were exchanged, the pearl convention went into history.

Entertainment, Banquet and Social Features

- George H. Burnett and his associates on the Entertainment Committee presented a program of amusements that ran through the entire convention with pleasurable results for all. Aside from the lesser social features the sail around Boston Harbor and out to Pemberton in the city steamboat Michael J. Perkins was something not to be forgotten. It was a treat which was made more interesting by a drill of the city's fire boats for the benefit of the visitors, through the courtesy of Mayor Curley. The largest of the craft made a fine display of geysers it uses in battling flames and that ought to quench almost any fire. Other vessels whistled greetings and despite the half a gale which blew most of the voyagers below decks the tour around the histeric harbor was extremely pleasant. It was in Boston Harbor that the Spirit of the Nation first saw light and it was somewhat apropos that the Rossville Company supplied every one with a fine panoramic map of all the points of interest in the tour.
- Finally the steamboat docked at Pemberton, where in the Pemberton Inn an appetizing shore dinner was served, and everybody posed for a panoramic group picture, showing the largest assembly of members since the association came into life. Music, dancing, bathing on Nantasket Beach and other diversions were provided.
- Some of the alumnæ of Tufts College Dental School were playing ball and a scrub team was quickly made up from the association and a real game was immediately in progress.

ve

he

ur

-15

ng

us

ers

to

our

pon

are

mv.

asent

that

ults

und boat

It

drill

raft mes ssels blew

his-Harwas

the and into other were from

gress.

The battery for the association was Heekin, pitcher; Fishburne, catcher. Hickey also pitched a few innings and Sherer umpired the game. The first inning and a half were played with a regulation baseball and the dentists rolled up a big lead. They then changed to a large indoor ball and the extract manufacturers caught up rapidly. About five innings were played and the score was 14 to 12 in favor of the dentists. They certainly would have been licked if the game had lasted another week. Gordon M. Day stayed out of the game on account of, as he said, he was getting too heavy, but his presence was missed as he has participated in all the baseball games that have been played at recent conventions. These games have come to be an annual convention feature and many of the members attend largely for the purpose of enjoying themselves as spectators.

Naturally Boston's films interested many of the visitors,

Naturally Boston's films interested many of the visitors, but nothing was quite so true to trade and at the same time attractive as the motion picture series displayed by the Illinois Glass Company showing the history of glass bottle making from raw materials to the finishing work of the huge modern machines.

One afternoon was devoted to a trip through Brookline and Cambridge to the battlefields of Concord and Lexington, a large part of the route being that taken by Paul Revere in his famous ride. Then back to the final festivity, except the golf tournament, which happening on Friday, the 13th, spelled good fortune for all but the losers.

The annual banquet in the Copley Plaza Hotel on the evening of June 12 presented a very satisfactory menu and was enlivened by an oral feast, with unexpected trimmings. Bob Heekin made a big hit dressed as Pierette and blind-folded. He sang in a remarkable soprano voice and on account of his usual bass tone it was suspected that he had a blond confederate nearby behind the scene who did the actual singing. The speakers were: E. C. Johnson, of the H. A. Johnson & Co., toastmaster; Count Carlo Zeppore; Hon, James Jackson, State Treasurer, and Dr. Willard Scott, once a minister but now in the flavoring extract business, he having really reformed.

In response to the toast "The Man Who Has Done the Most for the Association" the diners were convulsed when Messrs. Heekin, Beggs, Rogers, Day and Bond all sprang to their feet at the speakers' table and offered a response in his own name, with all due emphasis in voice and certifications.

own name, with all due emphasis in voice and gesticulation. As the "Count Zeppore," Frank Cook, a professional entertainer, made a very interesting address posing as an Italian nobleman. He made a very stirring speech concerning the good relations between Italy and the United States and after he had thoroughly deluded all the diners, he changed his language to the most perfect English and told the diners how he had hoaxed them. "All's well that ends well!"

D. T. Gunning.

T. F. Tierney.

Baker Extract Co Springfield, Ma-	SS.
T. Walter Carman, Mr. and Mrs. L. K. Talmads	re.
H. E. Mason, E. J. Shanley.	
Boyce Extract Co., Inc	rk
Leo Green.	
Jos. Burnett Co Bost	on
Geo. H. Burnett, John T. Burnett, Mr. and Mrs. C.	S.
Purcell, Mr. and Mrs. D. J. Buckley, P. G. Power	rs.
Mr. and Mrs. A. D. Lawrence.	
Carr. Owens & Co Baltimo	re
John W. Carr.	
Citizens Wholesale Supply CoColumbus,	0.
S. W. Foulser.	-
A. Colburn Co Philadelph	nia
Robert S. Joyce, W. H. Laudenslager.	
H. W. Crawford Co Baltime	re
R. B. Laughlin.	
Day-Bergwall Co Milwaukee, W	is.
Gordon M. Day.	
The Dill Co	a.
E. Brendlinger.	
Economy Food Products Co Cambrid	oe.



View 0 Members and Guests 9 Flavoring Extract Manufacturers' Association, at Outing at Pemberton, Boston Harbor,

R. T. French Co	W. & H. Walker, Inc.,
Great A. & P. Co	Williams & Carleton Co
Frank E. Harris Co., Inc	L. B. Burnett, Guy Stanley. Wood & Selick, Inc
The Heekin Company	ASSOCIATE MEMBERS PRESENT
S. P. Hite Co	Am. Distilling Co
H. A. Johnson Co Boston H. P. Foote, R. F. Soule.	Armstrong Cork CoPittsburgh, Pa. A. W. Middleton and J. F. Hodge (Boston).
Jennings Mfg. Co	W. J. Bush & Co., Inc.,
Kimball Bros. & CoEnosburg Falls, Vt. J. O. Kimball.	Antoine Chiris CoNew York
Knights Cooking Extract Co	Mr. and Mrs. C. A. Fricke, W. C. Maginnes, E. Butz. P. & P. Derode Fréres & Dammann, Inc.,New York Xavier Dietlin. Frank Roe.
Kohnstamm & Co., Inc	Xavier Dietlin, Frank Roe. Dodge & Olcott Co
John A. Handy. J. N. Limbert Co	(Boston). Fritzsche Brothers, Inc.,
R. B. Zink. Loewy Drug Co. Baltimore	Mr. and Mrs. A. D. Armstrong (New York), A. W. McKey, D. P. Fellowes (Boston), M. B. Zimmer (Chicago).
M. G. Pierpont.	Florasynth Laboratories New York
Jos. Middleby, Jr., Inc	L. A. Rosett, A. Katz. Federal Products Co
Miller Mfg. Co New York City W. A. Upham.	August Giese & Son New York
McCormick & CoBaltimore, Md. R. H. Bond, F. M. Boyles, W. M. McCormick.	Otto E. Giese. Gomez & Sloan Inc. New York
Morrow & Company New York City Geo. C. Morrow.	Geo. F. Schmidt. Illinois Glass Co
Moshier Bros Ashland, Mass. P. T. Moshier.	Matthews (Boston).
Geo. Nowland Co	George Lueders & Co
Price Flavoring Ext. Co	The Lord Baltimore Press Boston J. Sloan Roberts.
Rochester Vanilla Co	Magnus, Mabee & Reynard, Inc.,
The Abner Royce Co	J. Manheimer New York
Philip Ruxton Co Boston	- Cincago,
John T. Powers. G. R. Ryan Mfg. Co	National Aniline & Chem. Co
J. G. Brown, G. R. Phillips. S. M. Sargent Co	Ownes Bottle Company
Sauer Extract Co	(Boston). Orbis Products Trading Co., Inc New York
Schlotterbeck & Foss, Portland, Me. Chas, H. Foss, Clifton M. Foss, John S. Goodway.	F. Deming Hoyt. Rossyille Co. Lawrenceburg, Ind.
Seeman Bros. New York L. B. Parsons. Springfold Mass	F. G. Lloyd, W. S. Coughlan (Boston). Salem Glass Co
Shepardson Extract Co	E. L. Knisell. Standard Automatic Mach. CoRochester, N. Y.
S. J. Sherer. C. F. Slade Co. Buffalo	H. A. Shaw, T. E. Pennock. H. Triest Co. New York
H. P. Breach. D. & L. Slade Co. Boston	H. Triest. Thurston & Braidich New York
N. S. Dillingham. Stickney & Poor Spice Co	E. S. Buckley, C. W. Potter, W. L. Conrath. U. S. Ind. Alcohol Co
F. W. Tucker, H. E. Tower. Styron-Beggs Co	E. D. Slater (Boston). Willis, Jason & Kendrick CoSaratoga Springs, N. Y.
E. S. Styron, F. L. Beggs. Twitchell-Champlin Co. Portland, Me.	W. Kendrick. Worcester Paper Box Co Worcester
G. B. Illsley. Virginia Dare Extract Co	John T. Bird. VISITOR
B. H. Smith. Wade Extract Co. Orange, N. J.	W. A. Nealy
Wade Extract Co	(Additional Flavoring Extract News and the Pure Food

a.

111

rk

[]].

a.

rk

on

rk

rk

rk

iss

W

1er

ork

ati

ork

ork

E.

ork

ton

ork

ork

nis

(0).

ork

Jr.

ork

Ind.

. J.

Y.

ork

ork

ork

Y.

ster

ass.

ood

THE VANILLA BEAN SITUATION*

By J. EDWARD YOUNG, Jr., of Thurston & Braidich, New York City

It is difficult to realize the enormous increase in the consumption of vanilla during the past forty years, which is largely due to low prices, the large crop and the great demand for luxuries. Forty-five years ago the only vanilla used in America came from Mexico. The crops would average about 250 cases of 125 pounds each, a total of about 30,000 pounds, and the value ranged from \$12 to \$18 per pound and sales of 100 pounds to manufacturers were considered important. Vanillin was sold in a small way at \$5.50 an ounce, and the consumers were greatly prejudiced against the Bourbon vanilla which was brought into the United States by only one importer. As the production of all varieties of vanilla beans increased the prices became lower, the consumption also increased and the manufacturers then realized the value of Bourbon vanilla.

It will be remembered that just previous to the war the production of all varieties of vanilla was large, the Tahiti crop reaching 300,000 to 400,000 pounds. Bourbons close to a million pounds and Mexicans 350,000 pounds, and during the war vanilla was about the only commodity that did not advance in price. The growers finding that their other products, such as sugar, corn, beans, coffee and cocoa, had a ready market at increased values, neglected their vanilla vines and gave their attention to more profitable crops, considered vanilla as a side issue, marketing it at the best price possible. In 1920 Bourbon vanilla was selling at \$2.10 per pound, and the early part of 1921 at \$1.60 per pound. At the end of 1921 the prices had advanced to \$3 per pound. The new crop of 1922 brought the prices down again to \$2 per pound, and during that year there was a steady advance up to \$3.50 per pound. On the arrival of the 1923 crop the prices declined to \$3 per pound, and gradually advanced until \$6 was reached, and the cause of the last advance is what is most interesting.

The period of low prices enabled the manufacturers to put on the market pure vanilla of a better quality at an attractive price, educating the taste of the consumer, who, fully appreciating the value, demanded pure vanilla. Ice cream manufacturers improved their flavor and notified the public by campaign of advertising, and last but not least, the large demand for vanilla chocolate, not only in the United States but all over the world.

We will now return to the beginning of 1923. Madagascar and Bourbon vanilla were selling at \$3 per pound with prespects of the usual crop. It was known that the Tahiti crop would be short, this shortage was not seriously considered, as it was generally supposed that the consumers of this variety of vanfila would substitute vanillin, but instead of using vanillin they unexpectedly came into the market, taking large quantities of Bourbon vanilla.

Early in June, while the Madagascar and Bourbon vanilla were still on the vines, contracts were made with the planters for their production of cured vanilla at reasonable prices for delivery from September, 1923, to February, 1924. The dealers in their turn made contracts with the consumers in

America and Europe, and for each 1,000 pounds sold for future delivery, contracts to replace the quantity were made with the producers. Later in the year when it became apparent that the crop would be short and the demand good the producers either openly repudiated their contracts, cancelled them on some technicality, or made short deliveries claiming it was their entire output. The French and American dealers being responsible bought at higher prices to replace these short deliveries, which started the general advance in the primary market, and this condition continued until the last of the crop was sold.

The high priced vanilla last year was the result of the increased consumption of pure vanilla, the short crop, particularly of Tahiti vanilla, and last but not least the early and competitive buying in the primary market followed by the unscrupulous producers repudiating contracts as the market advanced.

This brings us up to the present time. The law of supply and demand will govern the future, and recognizing this great law with the prospect of larger crops we should see a modification of prices, but not before the beginning of 1925, as available stocks are barely sufficient to supply the American and increased European demand up to the first of next year.

The Mexican crop, which is now coming into the market, will be about 125,000 pounds including cuts. This quantity will have to supply the demand until April or May of next year.

The advices we have received regarding the Madagascar and Bourbon crop are as follows:

"At the beginning of the flowering of vanilla plants this year there was every indication that we would get a normal crop. These conditions went along until recently when we received reports that the crop had somewhat diminished owing to extremely heavy rains. It is estimated that the crop from the section of Comores and Nosybe will be 20 per cent less than last year's crop. Also that the crop from the Reunion Islands, consisting of Bomboa, Seuchuelles, Mauritius and the rest of the small islands will also produce about 20 per cent less than last year's crop. The crop from Madagascar, which is the mainland and which heretofore has always produced the largest portion of the crop, will be increased very near 40 per cent. This increase will not alone offset the shortage in the Comores and the other islands, but will increase the entire crop to estimate at about 450 tons. This amount is estimated to be the entire crop against 350 tons last year."

The Tahiti crop is estimated at about 250,000 pounds against 60 to 70 thousand pounds of last year. Up to the present we have not heard of the South American and Java crop, but as these quantities are usually small it will not have much effect on the market.

Had vanilla advanced during the war with other products the advance would have been accepted as inevitable, but coming at this time we are apt to regard it as unreasonable. The prices today are a little above the percentage of the general advance of other commodities, and during the coming year the value of vanilla will find its proper level but not for some months to come. The new crop will arrive on a bare market, and the demand of the large European manufacturers will maintain prices until their needs are satisfied. It is also very likely that the producers, accustomed to high values, will be very reluctant to sell at reasonable figures, more particularly as they have the large profits of last year and can afford to hold their Vanilla in the endeavor to obtain full prices.

^{*}Paper read at the Boston convention of the F. E. M. A., 1924, by C. W. Potter for Mr. Young, who was unavoidably absent.

cel we Mi cia in Cr on off cha

for for chi po of Pr be

П

the pe ist us po

pr

op

sh

co

co en of

liq

Ro

RUSE SENDS DRY CZAR BILL FROM HOUSE TO SENATE

Cramton's Bad Faith Is Serious Blow to Users of Industrial Alcohol; 275 Representatives Ignore the Strong Pleas of Legitimate Business Men

Washington, June 17.—Opponents of the Cramton bill creating a prohibition bureau in the Treasury Department entirely separate from the Internal Revenue Bureau had a scare during the closing days of the recent session of Congress. Without advance notice the advocates of the bill managed to obtain its passage in the House three or four days before the close of the session and got it as far as the Schate calendar, expecting to obtain its passage in the Senate during the final hours of the session.

The opposition, however, was on guard and several members of the Senate were prepared to filibuster against the bill if necessary to prevent action. Those in charge of the bill finally realized that it was futile to attempt to obtain its passage and the bill was not actually called up in the Senate.

Outlook for Final Passage Is Serious

The situation, however, is somewhat serious with respect to next winter's session. The Anti-Saloon League is actively back of the Cramton bill. The dry leaders, by what are regarded as unfair tactics, have managed to get the bill through the House, through the Senate committee, and to the floor of the Senate without any change whatever from the form in which it was passed by the House. Passage of the bill by the Senate would mean that it goes immediately to the President without going through the conference stage. Inasmuch as the Treasury Department has approved the bill it is reasonable to suppose that President Coolidge would The dry leaders undoubtedly will make every effort to obtain unanimous consent for its consideration early in the winter session, or, failing in that, to have it made the unfinished order of business, which would require final action before it could be displaced by other legislation. session, which convenes on December 1 and continues until March 4, will be an unusually busy one, and if the Cramton bill were not so far advanced there would be little chance of its passage. Inasmuch, however, as it has reached the final stage its advocates undoubtedly have all the best of the situation.

The program of the opponents of the bill will be to offer a motion at the beginning of the December session to send the bill back to the Senate Committee on Judiciary. It is their belief that such a motion will prevail on the ground that it was rushed through the Senate committee without hearings and without even a meeting of the committee for action.

No Actual Meeting of Senate Committee

The bill, following its passage by the House, was reported from the committee in the Senate by Senator Sterling of South Dakota, dry leader, who, by polling nine dry members of the committee and obtaining their signatures to a report, was able to conform to the technical requirements in connection with action on the bill. Members of the committee hostile to the bill were not even polled by Senator Sterling, and in at least one instance one of those signing the report did so under a misapprehension that the bill was merely a minor administrative measure recommended by the Treasurv. If the bill is sent back to committee its opponents then

If the bill is sent back to committee its opponents then the sent department of all the organizations which include users of industrial alcohol will appear to explain their opposition to the measure. Supporters of the bill also will be heard. The opponents will seek to drag out the hearings with a view to delaving the reporting of the bill as long as possible. It should be possible, they believe, to prevent the reporting of the bill before January and possibly before February. Under the rules of the Senate permitting unlimited debate it should be possible to delay action on the bill in the Senate until very late in the session.

Senators who oppose the bill undoubtedly will seek to prevent any action at all in the Senate, using the filibuster method if necessary. Amendments would be offered both in committee and on the floor of the Senate to modify the bill in accordance with the views of industrial alcohol users. If amendments of this character were incorporated in the bill it would mean that upon its passage the bill would be sent to conference. This would give the opponents another opportunity for delay and possibly facilitate the final blocking of action on a conference report in the Senate during the closing days of the session.

In case the Senate should pass the bill with only minor amendments the strategy of its sponsors undoubtedly would be to have the House concur in Senate amendments, which would make it unnecessary to have a conference report go back to the Senate for action.

As the situation now stands it looks as though it will be a fight all along the line, with the final outcome very much in doubt.

The Anti-Saloon League forces stole a march on those vho had believed that the bill would not be called up for action in the House at the recent session. After the bill was reported from the House Judiciary Committee a resolution proposing a special rule for its consideration was introduced in the House and referred to the House Committee on Rules. Opponents of the bill centered their attack upon members of the rules committee to prevent the approval of any special rule for the consideration of the bill. Failure to grant the rule ordinarily would have made it impossible to call up the bill during the closing days of the session.

Dry Congressman Deludes Committee Chairman

Representative Cramton of Michigan, dry leader and sponsor of the bill, however, arranged with the House leaders to have the bill called up under a suspension of rules on a day when half a dozen different bills were given the right of way under this procedure.

Representative Graham of Pennsylvania, chairman of the House Judiciary Committee who, although a wet and entirely sympathetic with the interests of the industrial alcohol users, reported the bill from his committee, consented to the arrangement on the theory that the bill would be considered exactly as reported from the committee.

Mr. Cramton, however, in offering his motion for the suspension of the rules and the passage of the bill coupled with the same motion an amendment to the bill. This amendment had the effect of taking out of the bill the one feature which was a concession to the industrial alcohol users and had caused Mr. Graham to support it. When Representative Cramton took this action Mr. Graham promptly lined up against the bill and accused Mr. Cramton of bad faith. He was unable, however, to bring about its defeat and the bill was passed by a vote of 275 to 90, much more than the required two-thirds.

The amendment proposed by Mr. Cramton on the floor and incorporated in the bill as passed provides that the head of a proposed division of industrial alcohol and chemistry in the Prohibition Bureau "shall be appointed by the commissioner with the approval of the Secretary of the Treasury." The compromise bill as originally reported from the Judiciary Committee provided that the head of this division should be appointed directly by the Secretary of the Treasury instead of by the Commissioner of Prohibition.

This provision of the House committee bill did not entirely satisfy the industrial alcohol users who had urged unsuccessfully to have the supervision of industrial alcohol left in the hands of the Internal Revenue Bureau. With the appointment of the head of the division by the Secretary of the Treasury, even though this official would be under the authority of the Commissioner of Prohibition, the bill is recorded as a little less objectionable.

regarded as a little less objectionable.

The understanding had been that Mr. Cramton had ac-

d

11

se

11

11-

of

10

to

11-

ay

lv

rs.

IT-

eď

ed

d-

re

nd

ve

he

or

ad

m-

ry

elv

eft

he

ac-

cepted the House committee amendment and that the bill would go forward in that form. In fact, Representative Michener of Michigan, a Republican member of the Judi-Micheler of Michigan, a Republican member of the Judi-ciary Committee and a dry, who had acted as go-between in negotiations between the committee and Representative Cramton, had obtained the approval of the committee bill on the understanding that the Anti-Saloon League would offer no objection. Mr. Micheler on the floor of the House charged Mr. Cramton with bad faith and although he said he favored the bill and that he did not actually regard the Cramton amendment as objectionable, yet on account of the agreement and the breaking of that agreement by Mr. Cram-

ton he felt obliged to vote against the bill.

The bill as passed by the House and as later reported from the Senate Judiciary Committee to the Senate provides for a bureau of prohibition in the Treasury Department in charge of a commissioner of prohibition who shall be ap-pointed by the President at a salary of \$10,000. The solicitor of prohibition in the bureau also would be appointed by the President at a salary of \$7,500. These two provisions would be expected to provide increases in salaries and increased authority for Prohibition Commissioner Haynes and for J. J. Britt, counsel for the Prohibition Unit, both of whom have been active in drafting and pushing the Cramton bill.

Provision for Industrial Alcohol Division

The section of the bill relating to the division of industrial alcohol and chemistry is as follows:

'To better effectuate the provisions of Section 13, Title III, of this act, there shall also be in said bureau a Division of Industrial Alcohol and Chemistry, the chief of which shall be a graduate chemist and a person of knowledge and experience in the manufacture, distribution, and industrial uses of ethyl and denatured alcohol, who shall be appointed by the commissioner with the approval of the Secretary of the Treasury and receive a salary of not more than \$7,500 per annum. Such Division of Industrial Alcohol and Chemistry shall administer the manufacture, distribution, sale, and use of ethyl and denatured alcohol for all nonbeverage purposes in such manner as to insure an ample supply and promote the use thereof in scientific research and the development of lawful industry.

The bill provides that the Commissioner of Prohibition shall exercise the same control over the establishment and conduct of industrial alcohol plants and bonded warehouses, distilleries, dealcoholizing plants and denaturing plants as is conferred by law upon the Commissioner of Internal Revenue. The bureau of prohibition is charged with the duty of determining all administrative penalties, proposed assessments, compromises, and adjustments relating to intoxicating liquors and narcotics. The Commissioner of Prohibition may issue such regulations as deemed necessary

The bill provides for the transfer to the control of the Commissioner of Prohibition of the employees of the Prohibition Unit and places them under civil service,

In the forty minutes of debate in the House on the bill Representative Cramton was the chief speaker for the measure and Representative O'Sullivan of Connecticut had charge of the opposition.

Cramton's Excuse Is He Was Afraid

In explaining his refusal to accept the bill exactly as reported from committee Mr. Cramton said:

"It has been before the Committee on Judiciary, 250 pages of hearings have been held, and it comes out with the unanimous report of that committee. However, I should be frank and say this: That the report of the committee carried an amendment that I have not been able in full to accept, alanenthin the transfer of the transfer and the transfer and the transfer to get together with what is known as the industrial alcohol

"The amendment was intended to relieve the fears of some industrial users of alcohol, but I have been afraid it went moustrial users of alcohol, but I have been afraid it went so far that it would, in fact, defeat the purpose of the bill. The purpose of the bill is to have one bureau and a close coordination, and I have been afraid the amendment went so far as to take this division of industrial alcohol in effect, possibly, out of the bureau."

Representative O'Sullivan, who is a member of the Ju-

diciary Committee, denied that the members of that committee were uanimously in favor of the bill notwithstanding the fact that no minority report had been presented.

"This does not come before the House as a unanimous report from the Committee on the Judiciary, in spite of the assertion to the contrary," said Mr. O'Sullivan. "I have been opposed to its theory, not in a spirit of antagonism to the enforcement of the prohibition laws-for I have consistently voted for all appropriations and other legislation asked by our dry friends to enforce the laws-but my opposition arises because of the danger to American legitimate industry and because of other kindred reasons I shall endeavor to unfold later on.

"At present there is in the Bureau of Internal Revenue a division known as the Prohibition Unit, the function of which is to enforce the provisions of the prohibitory laws. It is under the control of a Commissioner of Prohibition, responsible to his direct superior, the Commissioner of Internal Revenue. Any appeal taken from a decision, rule, or regulation of the present Commissioner of Prohibition is to the Commissioner of Internal Revenue. There is in existence no civil service status affecting the employees of this unit.

"This bill has for its objects two main purposes: The first, to place employees under civil service, and the second, to divorce the unit from the authority and guidance of the Commissioner of Internal Revenue through the creation and establishment of a new bureau, whose standing would be on a parity with existing bureaus in the Treasury Department, to wit: The Bureau of Internal Revenue, the Coast Guard, and the Customs Service. The head of this department would have equal standing with, for example, the Commissioner of Internal Revenue. His direct superior will be the Secretary of the Treasury, so that to the latter will go any appeal from a ruling of the Commissioner of Prohibition. As far as the civil service provision is concerned, there

is no need to create a new bureau to effect such a result. For that object could readily be attained by a separate bill covering that specific object.

Sole Object Is to End the Right of Appeal

"No; it is the second object of the bill that merits the attention of this House. As far as power is concerned, which is necessary to enforce the Volstead act, there is not an iota of authority granted under this bill which has not been vested in the Prohibition Commissioner under the exist-It is patent that the sole objective sought to be attained lies in the elimination of the Commissioner of Internal Revenue, and thereby to deny a right of appeal to that individual from the decisions of the Prohibition Commissioner, many of which in the past, because of their arbitrary and unwarranted nature, have promptly been overruled by the Commissioner of Internal Revenue.

"But probably the best method of analyzing the provisions of this bill can be followed by listening to the objections raised against it before the committee by those whose dealings in business will bring them in contact with this new

In the first place, and this seems to me a rather trivial objection, it increases salaries. I have no objection whatever for men employed by the government to receive salaries commensurate with the duties imposed upon them. Therefore the objection, although it has been raised, is not serious. However, a forceful objection lies in the fact that this is to create a new bureau. So weighted down is this govern-ment with bureaus and commissions running into the hundreds in numbers that it is just as proper to label this a bureaucratic as a republican form of government. I am extremely reluctant to cast my lot with those who seek the cure-all of modern ills in the establishment of a new bureau.

"Yet, mark you, under this bill the birth of a new bureau is expected to make further inroads on the forms of government handed down to us from the fathers."

Representative Watkins of Oregon asked whether the bill

would improve enforcement of the law.
"The impression seems to be it would increase the enforcement," replied Mr. O'Sullivan. "And there is no good reason why this should not be the case. For, by the same

token, if we declare martial law and order out the Army to assist in the enforcement of the Eighteenth Amendment, such action will necessarily speak for better enforcement. But who would suggest such a remedy? Or, we might prohibit the people of California from growing grapes and the people of Oregon from raising apples on the theory that better enforcement would result from the lack of grapes to make wine and of apples to make cider. There are many ways in which enforcement may be made more nearly perfect, but the employment of such means would mean the overthrow of all those rights which most of us have always believed were safeguarded by the Constitution.

"Of course, the centralization of power in the hands of this new Commissioner of Prohibition, a veritable czar at the head of this new bureau, with unlimited authority and most limited circumscription, will accomplish better enforcement. But what a penalty we must pay to bring this about.

Industrial Feature of Volstead Law Is Ignored

"We seem at times to have overlooked what the Volstead act promised with reference to the use of alcohol in certain industries," Mr. O'Sullivan continued. "The Volstead act not only permits the use of alcohol for industrial, scientific, mechanical, and medicinal purposes, but it actually encourages its use in such industrial pursuits. Therefore, unless the spirit of that act is to be grossly overlooked, the Congress, in the furtherance of the generally understood policy with reference to the lawful industries, should place no obstacles in the way of those great numbers of legitimate users of such alcohol.

Representative Dyer, of Mississippi, an opponent of the bill, interposed a question.

"This bill, offered by the gentleman from Michigan, in connection with this motion, proposes to place within the enforcement of prohibition the users and manufacturers of industrial alcohol, as well as those engaged in illegitimate manufacture and sale," said Mr. Dver. "That is the result of this motion, to put them in all together?"
"Yes," said Mr. O'Sullivan.

"Men trying to build up a great industry are put in with bootleggers and crooks under prohibition," continued Mr.

"The gentleman is right," said Mr. O'Sullivan.
"I have stated that the Volstead act contemplates the encouragement of industrial alcohol," continued Mr. O'Sullivan. "It would astonish you to learn of the vast industries scattered throughout the country that make use of such a The great chemical companies, with millions of dollars invested in their plants; the dye industry, if we still have one, no thanks to the present drastic regulations; the manufacturers of artificial silk, one of which uses over three and one-half million gallons of alcohol a year; the manufacturers of toilet articles, of glass, of tooth pastes, and of hundreds of other articles, literally flooded the Committee on the Judiciary with letters of condemnation against this bill. Why? They summarized their reasons as follows: "First. The passage of the bill would deprive legitimate

"First. users and dealers of the right of appeal to the Commissioner of Internal Revenue from unnecessary rulings and regulations promulgated by the Commissioner of Prohibition. They base their predictions of the future on the actions of that individual in the past, when, in his desire to enforce the law, he surrounded the legitimate users with regulations so unwarranted and unreasonable as to call for an immediate

reversal on the part of his superior,

'Second. It would give a free hand to officials whose chief concern is the pursuit of the law violator, and who, as demonstrated by experience, would give little consideration or attention to the needs of the manufacturers employ-

ing alcohol as a raw product.

It would take the administration of the law away Third. from the Commissioner of Internal Revenue, who has acquired vast knowledge and experience in the industrial and commercial use of alcohol, and place the matter in inexperi-

"Fourth. In the past drastic, unnecessary, and arduous rulings of the Prohibition Commissioner have been modified or eliminated in a number of instances only through appeal to the Commissioner of Internal Revenue. This remedy This remedy would be lost and no appeal would lie except to the Secretary of the Treasury, an individual so far removed from the operation of the machinery of enforcement as to serve only as a rubber stamp for the contemplated new official.

The administration of the Bureau of Internal Revenue has been most competent, affords ample protection to the government, and through the technical knowledge and experience gained in years of handling such matters that department is able to administer the law justly to all trades.

"Sixth. It would place the administration of the law solely within the hands of one man, and no man should sit in judgment on matters which concern the legitimate busi-

ness life of innumerable industries.

"Seventh. Business men now know where they stand with reference to the regulations necessarily following in their lines of industry. This new bureau would as an obstacle and meddler in legitimate industry. This new bureau would serve only Eighth. Denatured alcohol is poisonous, cannot be used

as a beverage, and should not be treated as such.

"Such is a summary of some of the objections to this bill strongly advocated by those men, who represent billions of capital.

Throwing a Monkey Wrench Into Industry

"Prohibition, with all the wealth of good its advocates proclaim it possesses, must not be the monkey wrench to ruin the gears of industry. You will not find anyone more anxious to assist in the enforcement of law than the splendid body of men who are engaged in their lawful enterprises. But if you persist in weaving about their necks ropes of regulations and rules which can result in no other effect than the strangulation of their business, you will regret the when you started those men into an organized effort to abolish all prohibition in order to save for themselves the property which our laws ought to respect."

Representative Dyer was among the speakers against the

The sole controversy as to this legislation and the sole controversy that has been in the committee has been with reference to the chemical and industrial alcohol questions,' "There has been no desire upon the part said Mr. Dyer. of any member of the committee to interfere with or to do anything except to increase the efficient enforcement of the prohibition law; but the industrial alcohol and the chemical people all over this country appeared before the committee and for days gave testimony in opposition to this bill, and the hearings consist of a very large pamphlet.
"It is unfair to ask the House to pass such an important

bill as this without the members having an opportunity to even read the bill, much less know what is contained in the hearings, which covered a space of several days.

"The chemical people and the manufacturers who use in-instrial alcohol in manufacture came from all over the United States. One manufacturer came from Virginia and whose business are invested several millions of dollars. That concern uses millions of gallons each year. Others in all parts of the country are using untold amounts of industrial alcohol for manufacturing and business purposes. They are the ones who protest against having their permits or interests placed under the Prohibition Commissioner. They said that they desire to remain under the Commissioner of Internal Revenue as at the present time.

"We finally compromised and agreed to put a special bureau in the Prohibition Unit under a man trained and experienced in this work, to be appointed by the Secretary of The gentleman from Michigan now offers a the Treasury. motion not to pass the bill as it was reported by the comoffers a motion to pass the bill with an mittee, but he amendment striking out the Secretary of the Treasury as the one who shall appoint this man in charge of the industrial alcohol and chemical department, and permitting him to be appointed by the Prohibition Commissioner, doing exactly what the industrial alcohol and chemical people had protested against all along, and which will injure their business and industries.

Haynes Reports on Industrial Alcohol

Prohibition Commissioner R. A. Haynes has issued a survey of accomplishments of the Prohibition Unit in the threeyear period since he assumed office on June 11, 1921.
Relative to industrial alcohol, Mr. Haynes says:

The work of the Industrial Alcohol Section has in-(Continued on Page 196)

24

only

ection and

t deles.

law ld sit

busi-

stand

ng in only

used

s bill

ns of

cates

ch to

more

endid

rises.

es of

effect

ort to

s the

st the

sole

with ions,"

part

of the

nittee l, and

ortant ity to

in the

r the

a and

ollars.

ers in

of in-

poses.

ermits

ioner.

sioner

al bu-

d ex-

ry of

fers a

com-

th an

ry as indus-

im to

xactly

pro-

siness

a sur-

in-

CONGRESS QUITS WITH BUSINESS BILLS SHELVED

Tariff Board Starts Vegetable Oil Inquiry; Drops the Thymol Inquiry; Trade Commission Cites Two Firms in Our Trades; Aromatic Imports.

Washington, June 17.—Congress adjourned on June 7 after disposing of the most pressing legislation but leaving many bills of importance untouched. There will be no further session until December 1, when Congress will return to wind up its labors. The 68th Congress comes to an end on March 4, 1925, so that it will be difficult to obtain consideration for anything but legislation of urgent importance at the winter session.

As was expected President Coolidge signed the tax bill but as he did so he issued a statement condemning various of its features. The President although dissatisfied with the bill came to the conclusion that its good features outweighed its bad, that business would receive some stimulation from the reduction in taxes, and that a veto of the tax bill might affect business adversely.

Coolidge Will Ask Further Tax Revision

The President stated that he would bend his energies toward securing a further revision of the tax law at the winter session of Congress. He described the bill as providing tax reduction but not tax reform. He particularly objected to the publicity provisions, both applying to proceedings before the Tax Board of Appeals and amounts paid by taxpayers, and also criticized the increase in taxes on estates.

The new tax law makes no changes in tax rates affecting corporations, but embodies various new administrative features applying to corporations. It provides for the repeal or reduction of many excise taxes.

The President also signed the immigration restriction bill, including its Japanese exclusion feature, although he criticized that portion of the measure.

Agricultural relief legislation failed owing to the refusal of President Coolidge to support the McNary-Haugen bill providing for a \$200,000,000 corporation to buy and sell farm products.

A filibuster which marked the end of the session caused the defeat of the deficiency bill carrying miscellaneous items for nearly all government departments and including the first year's expenditures on the soldiers' bonus law. Defeat of this bill, which was due to a controversy over a reorganization project in the West, will cause considerable inconvenience but will not necessitate a special session between now and December.

Price Maintenance Bills Shelved

Among the bills on which favorable action had been hoped for during the past session but which made no progress whatever were the price maintenance bills. The supporters of these bills had been promised a hearing before the House committee on interstate and foreign commerce at the start of the session and believed that prospects were favorable for passing a bill in both Houses. The committee, however, put various other matters ahead of it.

committee on interstate and foreign commerce at the start of the session and believed that prospects were favorable for passing a bill in both Houses. The committee, however, put various other matters ahead of it.

Supporters of the bills will have to start anew at the beginning at the winter session, and it is extremely doubtful if it will be possible to get a bill through both Houses in the limited time remaining before the end of the present Congress.

Another bill that was left without action was the design registration bill, which has been before the committees on patents of the two Houses and which is backed by the Design Registration League. This bill provides for the registration of designs for varying periods at low fees. Favorable action is expected on this bill eventually but whether it can be passed at the coming session is somewhat doubtful. Congress provided increased appropriations for the Bureau

of Foreign and Domestic Commerce but failed to pass a bill giving official status to the foreign service of the bureau. The increased amounts include additional money for commercial attaches, promoting commerce with Europe, the Far East and South America, for the commodity divisions and for district offices.

Before adjourning the Senate received a report from the Tariff Commission setting forth the need of additional funds for pending investigations which cannot now be adequately handled. The commission estimated that it should have \$396,000 additional. Its appropriation for the fiscal year 1925 is \$671,000, this amount being recommended by the Budget Bureau although the commission had asked originally for \$1,000,000. For the current fiscal year the appropriation for the commission was \$720,000.

Of the \$396,000 it was estimated that \$68,000 was needed in order to give proper attention to inquiries already in progress, while the balance would be required before the commission could go ahead on forty-five different cases in which applications for investigations have been filed but on which no action has been taken because of the lack of funds.

Vegetable Oils Quest Starts-Thymol Abandoned

The Tariff Commission's investigation into duties on vegetable oils has proceeded to the point where arrangements have been made to send experts abroad. One squad will go to China, Japan and Manchuria and another to Europe. Others will conduct an inquiry in this country. Hearings in the case will be held next Autumn after the investigators return from foreign countries. This inquiry will cost at least \$45,000.

The Commission has dropped its investigation into duties on thymol. The inquiry was ordered under Section 318 of the Tariff of 1922, which merely provides for investigations without necessitating public hearings or the submission of recommendations to the President. It was the intention to follow it with an investigation under Section 315, the flexible provision, if the facts developed warranted it. Investigators for the commission reported that only two companies had been engaged in the manufacture of thymol, but that at the present time there is little, if any, being made in this country. It was the opinion of the commission on the showing that it was useless to proceed with an investigation under the flexible provision of the law. An application had been filed originally for an increase in duty.

Federal Trade Board Loses "Fishing" Plea

The Supreme Court of the United States before adjourning for the summer refused a petition of the Federal Trade Commission for a review of the recent decision hitting at "fishing expeditions" into private affairs of business. The court's decision in the case of the Lorillard and other to-bacco companies which contested the right of the Federal Trade Commission to demand private business information. The court also adjourned without handing down a decision in the case of the Claire Furnace Company case involving the right of the Federal Trade Commission to obtain cost information from steel companies.

Complaint Against T. M Sayman Co.

The Federal Trade Commission has issued a complaint against the T. M. Sayman Products Company of St. Louis charging unfair methods of competition in the enforcement of a resale price system. The company is a manufacturer of medicinal preparations, soaps, perfumes and allied products

The complaint alleges that the respondent secures the support and cooperation of distributors of its products in enforcing the maintenance of its price plan. Various methods alleged to have been used are detailed, among which are the following:

Enters into agreements and arrangements with distributors for the maintenance by them of its resale prices

the or an tie be

al T

w so di in po w ha it

T

ar

st

in

al

CO

se m

fo

as a condition of opening accounts or of continuing their

supply of respondent's products; Solicits and procures from distributors reports of the failure of other dealers to maintain its prices;

Requires from the distributors pledges of cooperation in the maintenance of its prices and in preventing distributors who fail to maintain such prices from obtaining the company's products.

The direct effect, the complaint states, is to suppress competition among the dealers in the distribution and sale of the company's products, and to deprive the ultimate purchasers of the advantage in prices that would obtain under conditions of free competition.

Friedrich-Friedrich Chemical Company Cited

The Federal Trade Commission also has issued a complaint against the Friedrich-Friedrich Chemical Company, of Philadelphia, Pa., on grounds of unfair competition in con-nection with misbranding some of its products.

According to the complaint the firm is a manufacturer of toilet preparations, and offers for sale to the general public certain of its products bearing labels on which appear the word "Lemon" in conjunction with other words. The names of the products are "Lemon Cold Cream," "Lemon Cleansing Cream," "Lemon Massage Cream" and "Lemon In each instance words are added descriptive of the purported qualities of the product. These descriptions particularly have to do with the bleaching effect that lemon juice and citric acid are understood to have on the human skin.

The complaint alleges that none of the products named in the complaint contains lemon juice or citric acid or properties tending to produce bleaching or whitening.

Gain in Synthetic Aromatic Imports

The monthly tabulation of the Bureau of Foreign and Domestic Commerce and the Tariff Commission of imports of coal tar products through the port of New York shows that imports of synthetic aromatic chemicals in May totaled 4,002 pounds valued at \$15,943. The total in April was 3,228 pounds, valued at \$5,058, while in March the total was 4,145 pounds, valued at \$8,182.

The tabulation of imports of synthetic aromatic chemicals

of coal tar origin in May	y follows:		
Name of Chemical	Quantity Pounds		Per cent by Country of Shipment
Acetophenone		* *	Switzerland, 100%
Acetyltoluene	. 7		France, 100%
Amyl salicylate	. 160	* *	Germany, 69% Holland, 31%
Anisic aldehyde	. 165	* *	France, 33% Holland 67%
Benzophenone	. 32	**	Holland, 100%
Benzyl acetate	. 180	**	Holand, 97% Switzerland 3%
Benzyl benzcate	. 82	\$49	Holland, 51% England, 31% France, 18%
Cinnamic aldehyde			Switzerland, 100%
Coumarin	. 110		France, 100%
Dimethylhydroquinone	2014		Switzerland, 98% France, 2%
Helictropine	. 50	* *	Holland, 100%
Methylacetophenone	. 66	* *	Switzerland, 83% France, 17%
Methyl anthranilate		* *	Holland, 100%
Methyl benzoate		* * *	Switzerland, 62%
Methyl benzyl acetate		2	France, 100%
Methyl cinnamate	. 57	* *	Switzerland, 96% Holland, 4%
Musk ambrette	. 176	4,808	Holland, 96% France, 4%
Musk ketone	4513/2	3,338	Switzerand, 62% Germany, 37% France, 1%
Musk xylol	1,107	* *	Holland, 99%
Musk xylol residue	55		France, 1% Switzerland, 100%
Phenyl acetaldehyde	510	2,092	Switzerland, 65% Holland, 24% Germany, 11%
Phenyl acetic acid	. 200	14.6	Switzerland, 82.3
Phenyl ethyl acetate	. 11		Holland, 17.5% France, 100%
Phenyl ethyl alcohol	. 320	672	France, 36% Helland, 33%
Phenyl ethyl propionate	22 714		Switzerland, 31% Holland, 100%
Tencarine	. 716	* *	Switzerland, 100%
Vanillin	. 1132	* *	France, 100%
ether)		* *	France, 100%

HAYNES REPORTS ON INDUSTRIAL ALCOHOL

(Continued from Page 194)

creased during the past three years, both in the issuance of permits for the withdrawal of alcohol free of tax by hospitals, universities and other institutions, and in authorizations for the use of specially denatured alcohol in permitted processes and products, the latter being due to the general business revival since 1921, which has greatly increased the volume of industries in which alcohol and its products are used. There has also been a broadening in this field of use by reason of the development of new industries since the war.

"During the past fiscal year, 105,819,404 gallons of alcohol were denatured under permit for use in the United States, the largest amount ever produced and denatured in this country during any one year. This amount compares with 38,-812,138 gallons denatured in the 1921 fiscal year, the first full year of prohibition; 93,762,422 gallons in the fiscal year of 1917, when practically the entire quantity was used in the manufacture of explosives for the war; and 17,811,078 gallons during the fiscal year of 1914, the last year prior to the war. The above proves conclusively that the production of alcohol as a lawful chemical product in the United States has been given every proper assistance.

"The illicit manipulation of denatured alcohol has been a problem since the passage of the original tax-free alcohol act in 1906. The closing of the avenues of access to large act in 1900. The closing of the avenues of access to large quantities of whiskey, due to more strict withdrawal procedures imposed within the last three years and the substitution of the use of denatured alcohol for pure alcohol in a number of industries, created an additional incentive to illicit manipulation of denatured alcohol.

"Canada, which is the only country that has faced conditions affecting industrial alcohol in any degree approaching those being faced in the United States, has, through its Excise and Customs Commission, conferred with the department from time to time on the best way of handling these situations as experience developed them.

"The Government of the United States at the present time has the most advanced system of industrial alcohol denaturation and distribution of any country in the world, and the fact that in the administration of the National Prohibition Act the necessary industries of the country have been fostered, with an increasingly effective control against diversion and manipulation, is a constructive record in which we may reasonably take some measure of pride.'

Two Prohibition Investigations This Summer

Two investigations of the Prohibition Unit will be in progress during the summer. One will be conducted by the special committee of the Senate of which Senator Watson of Indiana, is chairman, but of which Senator Couzens, of Michigan, is the most active member. This committee held hearings some time ago in connection with an investigation of the Internal Revenue Bureau, but now proposes to turn its attention to the Prohibition Unit. Its authority extends over the entire Treasury Department.

The other investigation is by the House Committee on Alcoholic Liquor Traffic, which, after not holding a meeting for five years, suddenly decided to make an investigation the enforcement of prohibition laws. Representative Cable, of Ohio, who is a candidate for the Republican nomination for governor of that state, and is a well-known dry, s chairman of the committee. All the other members are drys. The committee, according to announcement, may hold no public hearings, but assemble such information as it can without expense to the government.

Among the subjects scheduled for investigation are alleged violations of the law by alcoholic denaturing plants, the amount of liquor being smuggled into the country, the failure to enforce the prohibition law, the increase or decrease in drunkenness, the alleged abuse of the permit system, the operation of breweries with and without permits, and probable effects of the modification of the prohibition law.

L

of

a-

ed ral

he

re

se

he

lor

es,

ın-

8 -

rst

ar

he

21-

he

tes.

en

101

ge

11-

2

to

di-

its

ng

me

nd.

bi-

en

di-

on,

eld

ion

nds

et-

ion

ive

ni-

old

can

ged

the

ail-

ase

ba-

BABSON REVIEWS TENDENCY TO PRICE DEFLATION

Statistician Warns That We Must Plan to Meet Foreign Competition; Optimism and Sunshine Good When Fundamental Conditions Are Right

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

"Toward the close of President Coolidge's message on the tax bill is a very important statement which many have overlooked: "When other countries return to productivity and become again the serious commercial rivals of our people, and when we experience those periods of depression which normally follow periods of prosperity, we should have our house in order . . .' This applies not only to a sound system of taxation, but to every phase of business and financial management. The return of foreign competition in itself is nothing to be dreaded. We had prosperity before the war when there was foreign competition. Moreover, we cannot have lasting prosperity again until the leading foreign nations get back onto their feet.

Getting Our Prices Down to Trading Basis

"But the prospect of trying to meet foreign competition with our own costs of production and distribution inflated above those of other countries is a just cause for alarm. The job is not to hamper European production, but to get our prices down to a basis where we can trade!

"The Administration realizes fully the process of deflation which this will mean. It is because of this that it has been so strongly opposed to the various schemes proposed by different interests which attempt to bring about temporary inflation. On the other hand, it is doing all it can to make possible a general reduction in United States prices. It was for this reason that the President was so anxious to have as much reduction in taxes as possible, especially where it would help directly to reduce the cost of doing business. The new tax law is a step in the right direction, although it has not yet gone nearly as far as it must. Before another year elapses we expect that not only Federal but state and municipal taxes will be further reduced in keeping with the downward trend of commodity prices.

"After all, however, taxes are only one of the items which are making it so expensive to produce and distribute goods in this country. Most of the preparation for the period ahead must be made right in our own plants. The high cost of labor is one big factor. We have before us two sets of figures. One shows that during the first three months this year 75 per cent of the changes in wage scales were on the upward side. The other shows that during the fourth and fifth months at least half a million employees were laid off and the playts closed or run on short time.

Plenty of Business at the Right Price

"A study of the individual cases will show that in large part the slowing down in business in directly the result of high labor costs. There is plenty of business to be had at the right price. The difficulty lies in the fact that both employers and employees have been trying to force prices upward when the fundamental trend of prices was downward. The concerns which have brought their costs down in keeping with the trend are the ones which today are doing the business.

"There has been so much talk about whether we would or would not allow inflation that people have the idea that the level of commodity prices and wages is something which can be settled by vote. The truth is that the United States can no more determine the long swing trend of prices than can England or any other nation. If President Coolidge knew of any way by which this country could successfully avoid deflation and readjustment to world conditions, he would be devoting all his time to bringing it about instead of struggling for tax reduction. He, however, knows the facts. Instead of making idle promises that prosperous times are just ahead, he is courageous enough to face the truth and to urge individuals to do the same.

"Let us not stick our heads in the sand! Refusing to acknowledge a situation does not change it. Sunshine movements and optimistic propaganda are good when fundamental conditions are right. When, however, there is a fundamental defect to be righted the best thing to do is to set about it and not merely try to ignore it.

"Put your house in order so that your costs can be reduced as other prices are reduced. The concerns which will be able to do this are: (1) Those which can secure the good will and intelligent co-operation of their employees; (2) those which are not handicapped by heavy interest charges and extravagant financing; (3) those which are carrying light, quick moving inventories; (4) those which have had the foresight to write off inflated costs of new plant construction; and (5) those which have thoroughly overhauled their plants and personnel in keeping with the changed conditions.

"So far the slackening has not gone to depression depths. Compared with years past, the total volume of goods produced is still fairly large. The difficulty comes from the fact that business has been geared up to a large output so that a larger volume than before is necessary in order to make profits.

Analysis of Foreign Trade

"Analysis of the import statistics indicates that while the total of United States imports shows no gain over a year ago, nevertheless in some lines there has been a very important increase.

"Reports from abroad state that, contrary to the general opinion, European production facilities are better than they have been for a long time. In the devastated regions modern establishments have been substituted for the antiquated plants and should turn out goods at a much lower cost than before the war. With these new plants and with the older ones of Germany and other countries ready to drive for the world market, the prospect for really drastic competition is evident. English manufacturers have not been able to get their costs down low enough to compete with Continental producers. Some of England's best world markets have been closed, so that the United States now represents Great Britain's one best opportunity.

"When it comes to a long range view of the situation, we again remind you that ultimately Europe is to be a great competitor of American manufacturers. It is very probable, however, that a much greater volume of manufactured goods will be forced into this country after European nations get

con

fro

offe

san

who

the

whi

hon

gen

ove

mon

nev

inte

not

effo

live

nan

of

ama

hea

ans

que

WTi

affa

who

bod

clea

lett

circ

in :

in .

circ

wei

on their feet. In the readjustment which must follow it seems inevitable that this competition will result in closing certain factories and greatly reducing the profits of many others

"We know it is unpopular to talk about this subject, but we must again urge those who are manufacturing products subject to foreign competition to strengthen their position in every possible way this year. Build up bank reserves, reduce indebtedness and cut down the cost of production. Not only is more severe competition ahead of us, but the recent elections will hasten the day of reckoning. Don't wait until the horse is stolen before locking the barn!"

BUSINESS SLACK DUE TO SURPLUS STOCKS

F. Schneider, Jr., a widely recognized financial authority, supplies through the Boston *Transcript*, the following interesting survey of the trade situation:

"Now that industry has slowed down in such surprising fashion, the analysts are casting about for an explanation. A burst of overproduction in the early part of the year generally has been considered the cause of the reaction which developed in March. Certainly it seems that industrial programs were based on too optimistic views of the outlook. The efficiency of the industrial machine in general and of the railroads in particular permitted these programs to come to full realization.

"Such a burst of overproduction readily would explain the curtailment in March or even that in April. But why did industry keep on going down hill so rapidly in May and June? That question is the more puzzling because purchasing power did not seem to have been seriously impaired early this spring. If busines was being conducted on a hand to mouth basis, and if stocks of goods were small, why did not the curtailment of March and April suffice? Small stocks of goods should be reduced fairly rapidly, whereupon new buying should develop.

new buying should develop.

"Data published by the Department of Commerce furnish, perhaps, the answer to the riddle. They suggest that there has been a great deal of loose talk about the smallness of stocks. They suggest that stocks, instead of being abnormally small, are larger than average.

The department has prepared an index to measure the stocks of materials on hand. It is based on data regarding forty-five different commodities. Taking the weighted average of the stocks of these commodities which existed in 1919 as 100, the index shows that a peak of about 150 was reached in the summer of 1921. That was when the materials ordered during the post-war boom had accumulated because of the depression of 1920.

"As industry revived during the latter part of 1921 and during 1922, stocks ran down fairly steadily. By the start of 1923 they were only about 120, as compared with 1919 as 100. During the last half of 1923 they began to rise, slowly at first, but rapidly as the year closed. In April of this year, the latest month for which data are available, they were almost 140 per cent of the 1919 average. Evidently stocks are not so small after all.

"Examination of the detailed figures for different commodities and industries confirms the indication given by the department's index. Stocks of raw foodstuffs in April were 164 per cent of those in 1919, as compared with 96 per cent a year ago. The comparable figures for raw materials for manufacture are 110 and 96. For manufactured commodities they are 164 and 113. In the case of manufactured foodstuffs they are 83 and 76.

"Stocks in 286 department stores scattered all over the country were 140 per cent of the 1919 in April, as against 132 in April of 1923. Stocks of finished goods in textile establishments in April amounted to 10,771 cases, as against 9826 cases twelve months earlier. Stocks of newsprint paper at mills amounted to 31,699 tons, as against 18,876 tons. Stocks of most kinds of lumber and of brick were materially larger than during April of last year.

"Possibly the department statistics are not complete enough to be conclusive, but they certainly are suggestive. They fit in well with the rest of the industrial picture. Certainly there are plentiful supplies of most raw materials. The high production of the past two years should have produced a surplus. It would have been odd if the record-breaking traffic which the railroads carried for over a year did not signify generous stocks.

signify generous stocks.

"While the existence of these stocks in a way may be discouraging, it at least removes the element of mystery from the present severe reaction. There is a certain amount of comfort in knowing that the trouble is not due to new and unknown causes and that the normal processes of readjustment should produce a revival in due time."

NATION READY FOR UPWARD TRADE TREND

Discoursing upon the fact that cheap money rates lay the foundation for industrial recovery a review in the New York Herald Tribune cites other factors of importance in recording a change for the better in the financial markets. These paragraphs are timely:

"Chief interest naturally lies in the business outlook, Business has been declining almost since the first of the year and it is not easy to discover the signs of a change from this trend even at the present moment. There has, however, come to be a general belief that business has reached the turning point, or is about to reach the turning point, and that improvement can be expected during the balance of the year. Fundamentally, business was probably never at any time in the decline in such an unsound position as was conjured in the public imagination. Therefore, it is not difficult to come to the belief that, with some of the unfavorable factors eliminated, notably the disturbing political situation, business might quickly rebound from the position in which it now finds itself.

"To a large extent the whole difficulty has been psychological, and thus the change in sentiment is really a governing factor rather than a change in basic conditions, which have never been seriously weakened. Hesitation and curtailment of buying have been the product of a disinclination to make forward commitments. In part this was a policy that reflected fear as to the price situation; in part it was distrust of the Washington outlook, investigations and charges a guilt against this one and that one tending to create a spirit of caution."

Leader in New England's Biggest Industry Refuses to Cut Wages, Predicting Quick Trade Recovery

William M. Wood, president of the American Woolen Company, in a statement issued recently, said that he and other directors of the company "do not think this is the proper time to consider a reduction in wages." Mr. Wood's statement, in which he predicted increased orders for the mills, followed a meeting of the board of directors.

mills, followed a meeting of the board of directors.

"The outlook for business," he said, "must steadily improve as the political situation for a business administration advances. Of course, there is a letting down in the textile industry in conjunction with the general business hesitation, but I and my associates do not think this is the proper time to consider a reduction in wages. The demand for goods is here in this country, although it may be delayed in reaching the mills. The country's consumption must be tremendous and the result must show in renewed orders to the mills in

due time.

"No true American at this time would wish to see any reduction in the general purchasing consumption power of this country."

Woolworth Sales Greater in May

May sales of the F. W. Woolworth Company totaled \$17,074,698, an increase of \$2,283,265, or 15.44 per cent over the corresponding period last year. Sales for the five months ended May 31 were \$75,804,439, a gain of \$9,015,162, or 13.50 per cent.

ot

nd

D

he

d-

se

k.

he

ge

25.

ng

ly

on

it

of

ng

he

10-

ich

ır-

ion

icy

vas

nd

to

len

and

the

the

tile

ion.

ime

s is

0165

s in

of

aled

ver

nths

WRONG AND RIGHT WAY OF HANDLING INQUIRIES

Sloppy Printed Matter and Careless Follow-Ups, Used by Advertisers, Often Defeat Costly and Finely Illustrated Magazine Announcements

By LEROY FAIRMAN,

New York Advertising and Merchandising Expert.

In connection with some research work which she was conducting, a young woman living in a suburban town near New York answered forty advertisements which she clipped from national magazines. Each of these advertisements offered to send a booklet, or "further information," or samples, or the name of a dealer in the inquirer's vicinity who handled the advertiser's goods.

To determine just how much attention was paid to her inquiry, the young woman wrote personal letters to each of the forty advertisers, and in every case asked questions which would be unlikely to be adequately answered by any booklets or form letters which the advertisers used in general follow-up routine.

The results amused the lady greatly, but when I looked over the remarkable collection of literature which was sent her in answer to her inquiries, the result seemed to me far more sad than funny.

Some Advertisers Never Replied

From six of the forty advertisers, or 15 per cent, she never heard at all; although her letter was carefully written on good stationery, indicating that she was a person of intelligence and substance.

Of the several who had advertised to send the name of a convenient source of supply, "in case your dealer does not handle our goods," none seemed to make any special effort to furnish the name of a nearby dealer. The lady lives in a Long Island town, and one advertiser sent the name of a dealer in 125th street, New York. The idea of her going to Harlem for a 50 cent article is certainly amusing; she might just as have sensibly gone to Philadelphia for a can of baked beans.

Only two of the thirty-four advertisers from whom she heard took the trouble to write her a personal letter and answer the questions she asked. The others ignored her questions entirely; either from not reading her letter or not caring enough for her trade to take the trouble to write to her.

Practically all the letters she received were cheap, sloppy affairs, very clumsy imitations of typewriting. In cases where the lady's name and address were filled in, there was no attempt at a match between the typewriting and the body of the letter. The name and address were clear and clean; the body pale and often indistinct. A child of three would not have been deceived into believing that these letters were personal communications; a neatly printed circular would have been much more effective.

Woman Addressed as "Dear Sir"

In two instances where the name and address were filled in the lady's name, though a common one, was misspelled; in one case she was addressed as "dear sir." Some of the circulars and booklets sent were good, but most of them were cheap affairs, obviously produced in quantity at the lowest possible price.

In a few cases the printed matter sent was excellent; care-

fully prepared, well written and illustrated and beautifully printed. From three of these she heard a second time, from one of them a third time, in the form of courteous little notes asking if she had tried their goods, and whether she was pleased with them. The rest of the thirty-four merely sent on their stock printed matter and let it go at that. Of the three who followed up her inquiry, two were the advertisers who had taken the trouble to answer her first letter intelligently.

The young woman's reaction to the instances where her inquiry had received proper attention is interesting. She said: "Although I had answered these advertisements under false pretenses, and had no special intention of ever buying the advertised goods, I simply hadn't the heart, or the nerve, to calmly ignore people who were so courteous and painstaking. I went and bought their goods, and as they were satisfactory in every way, I'm going to keep on using them."

The average manufacturer, when he arrives at the advertising stage of his business existence, approaches the preparation of the copy which is to appear in the magazines or newspapers with the utmost seriousness. He chooses his advertising agent with much care. He consults with that individual at great length, devoting hours to the consideration of the most minor details relating to media, copy and illustrations. He willingly foots the bills of expensive artists, studies the copy over word by word, suggesting and criticising, and awaits the publication of his advertisements with almost feverish anxiety. And, when they finally appear, a misplaced comma or a halftone cut that doesn't print with irreproachable clearness fills his soul with woe.

Chewing Gum Brigade Gets Busy

But when it comes to the preparation and execution of the letters or booklets or circulars which are to be used as follow-up material, his interest lapses. He doesn't bother his advertising agency with a small matter like that! Tom and Bill, who attend to getting out price lists and circulars to the trade can attend to it. Tom writes pretty well, and Bill is a shark at getting printing done cheaply.

So Tom and Bill get up the stuff, and turn it over to one of the chewing gum brigade in the front office. She is supposed to send it out when the inquiries come in. Perhaps she will and perhaps she won't; nobody bothers to check up on her. About the best to be hoped for is that she will save up the inquiries until she gets a big batch of them, and then rush out the circulars or booklets to the entire list. By that time, most of those who wrote in will have lost all interest in the matter, or have bought something else.

With the exception of mail order advertisers, it is true that most manufacturers do not advertise for inquiries, but to send people to the stores where their goods are on sale. The retailer is their outlet, and the advertising effort is naturally focused in his direction. But if booklets or other literature are offered in the advertising, or if the reader is

or

for

unj

thi

thi

Ab

ano

no

it i

unj

Ga

as

wa

wh

nai

Ga

me

of

by

pap

Ga

sca

fro

une

tan

the

ma per

COD

ses

res

use

(

invited to send for information of any kind, it is of great importance that such requests are given the most careful and courteous attention.

Inquiries cost money. They are of special importance because, when a person takes the trouble to write, it is usually true that he or she is deeply interested, and is therefore potentially the best sort of a prospect for a good customer. If, for example, a woman takes the trouble to write for information concerning an aid to health or beauty, it is fair to assume that if she is handled properly, she will buy the goods. But she can hardly be expected to buy if, two or three weeks after she sent in her inquiry, she receives a cheap, commonplace imitation letter with her name badly filled in and perhaps misspelled, or a poorly illustrated, badly printed booklet. It is certainly bad judgment to spend a lot of money in beautiful advertisements and costly magazine space, and pay next to no attention to the preparation of the printed matter which is to be sent to those whom the advertising has most favorably impressed. One person who receives a courteous, friendly letter which bears the earmarks of a personal communication and not a stock circular, or a really good pamphlet or booklet, may become a regular customer herself and in time influence her relations and friends to buy, thus forming the center of an ever-widening circle of lifelong buyers. Every inquirer is a business opportunity which should be carefully cultivated.

It is a significant fact that many businesses have been built up by securing inquiries through the mail, sending samples, and referring the inquirers to their dealers for future supplies. Some substantial businesses have been created in this manner entirely without the aid of salesmen. The toilet article known as Mum is an example.

Large Trade Follows \$1,000 in Advertising

Mum was placed on the market about twenty years ago by George B. Evans, the Philadelphia druggist. Previous to any attempts to secure national distribution, Mum had been thoroughly tried out through the Evans drug stores, and the local success it had attained warranted the belief that it had the "makings" of a national success. Accordingly Mr. Evans appropriated about \$1,000 for advertising, and ran small advertisements in women's magazines, offering to send a package for 25 cents. It was stipulated that the inquirer should send the name of her druggist, and when the order was filled a second package was sent free to the druggist, with a letter stating that Mrs. Blank had been sold through the mail, and had been advised that she could secure her next package from him. So, there was the package, and if Mr. Druggist wanted any more he could secure it from his jobber, the prices being so and so.

This was the only method used for selling to both the user and the druggist, but it was sufficient for the reason that it was done well. Up to the present year no salesmen had been employed, and the present great and profitable business of the Mum Manufacturing Co. has been built up entirely from the original investment of \$1,000. The Periodical Publishing Association, in one of its bulletins, recites these facts and states further that the magazine advertising expenditure of Mum for 1924 will be approximately \$125,000.

Odorono has been on the market a shorter time than Mum, but it has built up, without the aid of salesmen, its present business by similar methods. Pepsodent was originally marketed without salesmen, and the manufacturers of Packer's Tar Soap have never employed salesmen. Others might be mentioned of almost equal prominence.

Food for Thought by Old and New Merchandisers

There should be food for thought in all this for every manufacturer, particularly the man with a new product which he is anxious to put over in the most effective and most economical manner. It is safe to say that most manufacturers want to be advertisers—and this, again, is especially true of the man with the new product. In these days, it is a thoroughly recognized fact that advertising, properly conducted, is the shortest road to success. The fact that there are many established and profitable businesses which have not been advertised merely proves that they were built up in times when advertising did not play the leading part in industry which it now plays, and when the public had not been educated to buy advertised goods. Those days have passed, as every man with a new product who tries to buck the game without advertising soon realizes.

But the man with limited capital and a well developed bump of caution reads the rate cards of the women's magazines and shudders with apprehension and dismay. Advertising is such an expensive proposition that it seems beyond his reach.

The point for him to remember is that advertising is not a matter that the beginner has to swallow whole; he doesn't have to compete with the fellows who buy full pages, and use all the magazines. He can begin in a small way, provided he so plans his selling that he can get the full value of his advertising, and provided he so handles his prospective customers as to get them on the list of regular users and keep them there.

The prospective customer judges the advertiser solely by appearances, for there is no other way. Through the letters, the circulars and the booklets the advertiser sends out he must do the best he can to prove his sincerity, his stability, his good faith and the quality of his goods. No matter whether such material goes through the mails or is otherwise distributed, it is his spokesman and his representative. He will be judged by its nature and quality, and must stand or fall by the result.

It is quite possible, as in the case of Mum, to build up a fine, profitable business by advertising for initial sales through the mails, referring purchasers to the druggist for future supplies, and securing distribution by properly "merchandising" these inquiries with the druggists. It cannot be done quickly, but it can be done thoroughly and permanently. It cannot be done at all, however, if the matter sent through the mail, both to consumer and dealer, is not carefully planned and handsomely executed, and every inquiry handled as if the future of the business depended upon that one potential customer alone.

This applies, too, to the manufacturer who does not advertise at all in the magazines and the newspapers. He must establish some sort of contact with the public through the printed word, and the printed matter he sends out is the clothing he wears when he knocks at the consumer's door.

Court Decides Bobber Is Not a Barber

Judge J. T. Ronald, in the Superior Court of Seattle, recently decided that hair bobbers in beauty parlors need not take out licenses under the new Washington State Barbers' License Law. "Beauty parlors," he said, "like baseball, have become a national amusement."

Astrology Augurs Profits for Perfumers

(From a June Horoscope in New York Telegraph)

Dealers in soaps, perfumes, laces and lingerie are subject to a direction of the stars making for unusual profits.

ту ict

nd

111al-

ys,

rly hat

ich uilt

art

had

ave

nck

ped

aga-

ver-

rond

110t

esn't

and

pro-

ie of

ctive

and

y by

let-

s out

sta-No

or is

epre-

, and

ld up

sales

st for

"mer-

annot

per-

natter

is not

ry in-

upon

adver-

must

the the

is the

door.

seattle.

s need

State "like

h

e subprofits.

PLANT EXUDATIONS USED IN PERFUME INDUSTRY

Fourth Article of Series on Raw Materials for Toiletry Manufacturers; Antecedents and Attributes of Galbanum and Ammoniacum Surveyed

> By W. A. POUCHER, Ph. C., London, Eng. Author of "Perfumes and Cosmetics"

(Series Continued from Page 141, May, 1924.)

Galbanum

Two kinds of this gum resin are known, Levant and Persian, and although the latter is seldom seen in commerce, the two drugs are believed to come from or through Syria or Persia. There is a distinct difference in their odor. The former is somewhat peculiar, musky and balsamic, but not unpleasant, while the latter is more pungent and terebinthinaceous. Galbanum is not widely used in perfumery but as it may be of interest, some notes upon it are included in this series of articles. There is every evidence that it has been known through the ages and since earliest antiquity. About the year 1491 B. C. it is mentioned in the Scriptures1 and was then apparently employed in conjunction with other aromatic spices at religious ceremonies. Although there is no definite proof, it seems likely that the gum resin from the Levant is identical or at least closely allied to this one since it is unlikely that Moses would have used a gum resin of unpleasant odor in the preparation of the sacred incense. Galbanum was also known to Dioscorides who describes it as the latex of a plant growing in Syria called Narthex According to the researches of Fluckiger and Hanbury2 it was mentioned in the second century among the drugs on which duty was levied at the Roman custom house at Alexandria. It was also well known to the Arabians under the name of Kinnah.

Some uncertainty exists regarding the botanical source of Galbanum and from the differences in the gum resins above mentioned it would appear to be derived from several species of Ferula of the N. O. Umbelliferae. An attempt was made by E. M. Holmes to clear up some of this confusion in a paper read before the British Pharmaceutical Conference at Cardiff in 1891.3

He described three varieties of so called "Levant Galbanum" and two varieties (one liquid) of "Persian Galbanum." After considering the evidence which was indeed scanty he concluded the former was derived from Ferula galbaniflua and its variety B-Ancheri Boiss, and the latter from Ferula Schair Borsczow, (the liquid variety from an undescribed species closely allied to the former). The gum resin occurs in the schizogenous ducts and is exuded spontaneously from the stem in the form of tears. Frequently the young plant is transversely incised near the ground when the product obtained is more in the form of irregular masses. It contains about ten per cent of volatile oil, 20 per cent of gum and 60 per cent of resin. The first named consists principally of terpenes together with a tertiary sesquiterpene alcohol called cadinol.

Galbanum has a very persistent odor and the high gum resin content will indicate its fixative value. It may be used in conjunction with traces of Ammoniaçum and large quantities of Bisabol as a base for Opoponax perfumes and

if dexterously handled will make an unimitable product. To produce a finished bouquet the use of Musk, Geranium, Bergamot, Lemon and Orris are imperative.

* * * Ammoniacum

Ammoniacum is a gum resin of minor importance to the perfumer; it, however, has an occasional use, and is therefore included in this series. There are three kinds which enter commerce but only one of these is brought to Europe in any quantity. This one exudes from Dorema Ammoniacum Don N. O. Umbelliferae, a perennial plant attaining a height of about six feet and native of Persia. The other two are obtained from Ferdula Marmarica Aschers et Taub a plant growing in Cyrenia and F. Communis var brevitolia Mariz produced in Morocco. The stems of these plants contain a large quantity of latex which exudes on their being punctured by a species of beetle. The milky juice soon hardens on exposure to the sun and some of it continues to adhere to the stem while the other part falls to the ground. The Persian variety is collected about the end of July or the beginning of August and finds its way to the Persian Gulf whence it is shipped to Europe via Bombay.

There appears to be no reference to this drug in the literature of the pre-Christian era. It is, however, mentioned by Dioscorides and Pliny, from whose description Staph assumes that the Cyrenian drug was referred to, It was used by the ancients principally for fumigation.

Ammoniacum contains about 70 per cent of resin and 28 per cent of gum. Its odor is faint but characteristic and recalls that of Castoreum and like the latter it is very persistent. It is prepared for use as a tincture, by maceration in alcohol and filtration. This may be sparingly used as a fixative in opoponax and heavy oriental perfumes.

(Series to be continued)

VOLATILE OIL OF ARTEMISIA ANNUA L

Y. Imada in the Journal of the Pharmaceutical Society of Japan, reports that the volutile oil of artemisia annua L. forms a bright yellow, peculiarly (camphoraceous) smelling liquid having the following constants: di, 0.8984; -16.71°; acid no., 2.1; sapon. nc, 36.4; sapon. no. after acetylation, 66.36; no CH₃O. 270 g. distd. under 15 mm. gave (a) 80 g., b. 62-70° (b) 88 g., b. 70-80°; (c) 39 g., b. 80-90°; 19 g., b. 90-100°; 20 g., t. 100-108°; 30 g. residue. fraction a in which terpenes might be expected gave no tests for phellandrene, pinene, limc nene or dipentene. Fraction b contained cineole since it yielded with iodol the peculiar prismatic addition product (m. 112-3°) and on oxidation an acid which proved to be c'neolic acid. On redistg c under ordinary pressure, the fraction b. 185-90° gave, on analysis, values corresponding to the compn.: C10H10O; likewise a semicarbazone, C10H16:N.NHCONH2, m. 95-96°, which could not be recognized as any known substance, Fraction b. 195-200° under ordinary pressure yielded a semicarbasone m. 227-9°.

¹ Exodus, 30, 34. ² Pharmacographia (1879), 321. ³ Year Book of Pharmacy, p. 417. ⁴ Kew Bulletin, 1907 (10), 375.

JUNE REPORT ON GRASSE FLORAL PRODUCTS

(FROM OUR OWN CORRESPONDENT)

Grasse, June 5.—Following is the June report on essential oils and other floral products:

Orange

The orange blossom harvest is now over. The warm days of last month hastened the blooming. As a result the harvest was finished at least ten days before the normal period for picking.

The cost of the flower has been very high because of the great demand for orange blossom products. We can state as a fact that the market prices of all orange blossom products, and especially that of neroli, will be double those of last year. The crop is average.

Rose

Favored by an ideal temperature, the rose bushes bloomed very prolifically this year, so that the harvest has been up to normal, so that the prices of rose products will not increase as much as will those of orange blossom products.

The market price for the flowers is not yet fixed, but there is every reason to believe that it will be from one franc fifty centimes to two francs more per kilogram than it was last year.

Jasmin

The temperature at present is very favorable to jasmin. If it keeps up, the development of the plants, which is just beginning, will remain undisturbed. It is becoming more and more clear that the prices asked by the flower growers will be excessively high because they know that last year's demand was not satisfied and that many consumers are waiting for the new crop in order to complete their supplies. From now until August events may occur to hasten or to arrest the trend of business. Therefore it is impossible to give any very accurate survey of the jasmin situation.

Tuberose

Quotations on this flower move parallel with those for jasmin. As in the case of the latter, also, nothing very exact can be predicted at the present moment. The price of this flower is not expected to go up because there is some stock left from the last harvest. But a drop in price is not to be anticipated, either.

Violet

We have nothing to add to our last review on the subject of violet. The demand is normal without being too active so that the market prices will keep up until next winter.

Geranium

A very considerable rise in the price of Bourbon geranium oil, and one which has continued for almost a week, has caused a similar movement in the prices of the Grasse and the Algerian oils. A very active market is reported from the Island of Réunion and a still greater increase in price is predicted, because the stocks are low and the demand very large. At present the Bourbon oil is more expensive than that from Algeria.

Mint

The market price of the mint oil from Japan as well as that from America remains extremely high. This serves to keep up the price of the Grasse oil, which will be even more expensive after the next distillation, because there has been very little planted.

Lavender

Rather large demands have been made during the last few weeks. Unfortunately, as all the stocks are used up, these

demands could not be met. The new harvest will not begin before the month of August so that a rise in present prices is possible, because the few small lots in the hands of the dealers will be at a premium.

Spike

In as far as concerns oil of Grasse quality, the stocks are entirely used up. Spain is also wholly destitute. The few lots which are still on the market are very expensive and of poor quality.

Rosemary

The demand on the part of soap manufacturers has been rather large. Nevertheless the price remains the same.

Thyme

Thyme oils are likewise in demand, especially those of high thymol content. As the stocks on hand are not large, a slight rise in price is to be expected.

Summary

For the present we can give no exact information except with respect to the products of the rose and of the orange blossom whose harvests are over. In the cases of these two flowers, buyers can cover their needs without fear of loss because no drop in price is in sight. The demand from all four quarters of the globe is so great that the products manufactured will scarcely suffice to fill these needs. The rise and fall of exchange, however, may give foreign buyers opportunity to drive favorable bargains, but this only on condition that French money loses in value. This is improbable because the French government has now taken measures to protect itself against any attempt to lower its currency emanating from those former enemy nations which caused the fall of the franc some months ago.

The new political situation in France will not differ greatly from that of the former parliament, at least as regards foreign policy. The new Chamber of Deputies will try to keep France's friends so that the credit of our country will be safeguarded, thanks to the ever generous cooperation of our friend, the great American Republic.

The economic condition of France is very satisfactory. Its volume of exports is increasing considerably every month. The value of the French franc can not go down. Therefore American perfumers are not running any great risks in laying in now the stocks of orange blossom and rose products that they will need.

Process for Preparing Phenyl Ionone

A process for the preparation of pheny! ionone has been patented in Austria by Otto Gerhardt and Joseph Degrazia of Vienna. It consists in the condensation of citral with acetophenone by means of sodium peroxide, the purification of the resulting phenyl pseudoionone (b.p. 158-165° C. at 15 mm.) by fractional distillation, and the treatment of this compound with anhydrous formic acid at 100° C., followed by the drying and fractionation of the product. Phenyl ionone is a pale yellow oil, colorless when absolutely pure. Its boiling point is 152-153° C. at mm.; density at 15° C 0.9412; index of refraction at 20° C., for sodium light, 1.5234. Its odor is more powerful than that of ionone, and suggests blossoming woodbine. (Austrian Patent 87,804, 1922.)

Exploring the Mysteries of Flower Life

DVGHOLEN

National Geographic Magazine for June has an extremely timely article on "Exploring the Mysteries of Plant Life." by William Joseph Showalter. It has no fewer than 88 illustrations, several pages being in natural colors. While the perfume phase does not appear except sporadically the articles is calculated to be of interest to all students of flowers, their parent plants and the subject of cultivation of floral life generally.

in

es

een

of

ge.

ept

nge

two

loss

all

an-

rise

ndi-

able

s to

ma-

the

atly

for-

keep

1 be

OUT

tory. very own. great rose

heen razia with

ation

at 15 this

owed

henyl

pure. 5° C.

.5234. gests

emely

nts of

vation

Life. an 88 While ly the

ASSOCIATIONS, EXPOSITIONS, FAIRS AND CLUBS

Harriet Hubbard Ayer, Inc., and Edwin Sefton Resign from A. M. T. A.; Chemical Societies, Cosmeticians and Hairdressers All Are Now Active

A. M. T. A. STANDING COMMITTEES FOR 1924-5

Gilbert Colgate, president of the American Manufacturers of Toilet Articles, has announced the following appointments of committeemen for the year 1924-25.

LEGISLATIVE COMMITTEE

- A. M. Spiehler, chairman (Adolph Spiehler, Inc., Rochester,
- D. H. McConnell (California Perfume Co., New York).
- W. A. Bradley (D. R. Bradley & Son, New York). W. L. Schultz (Lightfoot Schultz Co., Hoboken, N. J.).
- F. W. Jones (Melba Mfg. Co., Chicago, Ill.).
- Mason Trowbridge (Attorney for Colgate & Co., New York).

MEMBERSHIP COMMITTEE

- S. H. Corkran, chairman, New York, (of A. H. Wirz, Chester, Pa., and Wm. Buedingen & Son, Rochester,
- Fred L. Butz, New York (of Waterbury Paper Box Co., Waterbury, Conn.).
- Waterbury, Colin.).

 D. A. Bennett, Chicago (of Heine & Co., New York).

 W. E. Swindell, New York (of Swindell Bros., Baltimore).

 Louis Spencer Levy (by invitation) (The American Perfumer & Essential Oil Review, New York).

RESOLUTIONS COMMITTEE

- Northam Warren, chairman (Northam Warren Corp., New
- York).

 F. C. Adams (Andrew Jergens Co., Cincinnati, Ohio).

 C. M. Baker (Pond's Extract Co., New York).

 C. W. Jennings (Jennings Mfg. Co., Grand Rapids, Mich.).

 W. E. Burns (Morana, Inc., New York).

 Howard Goodrich (Goodrich Drug Co., Omaha, Nebr.).

 E. B. Hurlburt (J. B. Williams Co., Glastonbury, Conn.).

ENTERTAINMENT COMMITTEE

W. T. Hathaway, chairman (Colgate & Co., New York.).
B. T. Bush (Antoine Chiris Co., New York).
A. F. Kammer (Carr-Lowrey Glass Co., Baltimore, Md.).
E. V. Killeen (Geo. Lueders & Co., New York).
Louis Spencer Levy, secretary (by invitation) (AMERICAN PERFUMER, New York).

TRANSPORTATION COMMITTEE

F. N. Langlois (United Drug Co., Boston, Mass.). J. Clifton Buck (Smith, Kline & French, Philadelphia). L. R. O'Neill (Mennen Co., Newark, N. J.).

SPECIAL TARIFF COMMITTEE

- A. M. Spiehler, chairman (Adolph Spiehler, Inc., Rochester,
- N. Y.).
 H. C. Wright, secretary (Morana, Inc., New York).
 Dr. M. H. Ittner (Colgate & Co., New York).
 Victor Vivaudou (V. Vivaudou, Inc., New York).
 G. A. Pfeiffer (Richard Hudnut, New York).
 H. Dusenbury (Richard Hudnut, New York).
 C. Beilstein (Dodge & Olcott Co., New York).
 J. A. Handy (Larkin Co., Buffalo, N. Y.).
 E. V. Killeen (George Lueders & Co., New York).
 W. L. Crounse, Washington, D. C.
- COMMITTEE ON PERFUME FLOWER CULTIVATION G. A. Pfeiffer, chairman (Richard Hudnut, New York). Victor Vivaudou (V. Vivaudou, Inc., New York). Warren E. Burns (Morana, Inc., New York). Paul Todd (A. M. Todd Co., Kalamazoo, Mich.). A. M. Spiehler (Adolph Spiehler Co., Rochester, N. Y.) H. Henry Bertram (A. P. Babcock Co., New York).

(Continued on Next Page)

PERFUME SECTION IN PARK AVE. FAIR

Despite the careful check upon activities at the recent Park Avenue Street Fair in New York by city officials, and in spite of most unseasonable weather conditions during the week of the event, the fair this year was wholly successful. Careful and conscientious work by the committee in charge and the active co-operation of business men and manufacturers were responsible for the satisfactory financial result and the comparatively good attendance which featured the event throughout the week.

Gratifying to the perfumers was the fact that a separate and distinct Perfumery Section was inaugurated this year. In line with the efforts of the industry toward bringing the true use and value of perfumes to the attention of the public, separate booths and demonstrations were arranged this year. The separation of the perfume division from other activities enlisted the hearty support of the manu-facturers and many of them were represented by their products, all of which were donated by their respective manufacturers.

An effort was made by one company to instruct possible purchasers in the proper types of perfumes. Following the Fashion Parade each day, society girls were enlisted to represent, demonstrate and act as sales girls for the kinds of perfumes suited to their own particular type and personality. This demonstration was one of the most attractive features of the fair and received much publicity in the metropolitan press. It was suggested by the Caron Corpor-

Plans are now under way for a similar but more impressive demonstration next year. It is expected that all of the manufacturers who were represented this year will co-operate with many others in making the fair next year an even more conspicuous success,

Merchandise Fair Next Winter

A great merchandise Sample Fair will be held in New A great merchandise Sample Fair will be held in New York City next winter through the co-operation of the National Retail Dry Goods' Association and the National Council of Traveling Salesmen. This exposition will take the place of the National Merchandise Fair, which will not be held this summer. Said Lew Hahn, 200 Fifth avenue, New York: "The committees in charge of the Fair invite co-operation from other organizations. It is hoped that presented the summer of the properties of the propertie eventually all business organizations which might have a legitimate interest in the building of a Fair will be induced to co-operate for the purpose of building a great American merchandising event which will not suffer by comparison with any of the fairs of the Old World and which may play a tremendously important part in the circulations of all merchandise buyers.

Tenth Chemical Show Interests Europeans

Requests from European manufacturers of chemicals, dvestuffs, plant machinery and instruments, for space in the Tenth Chemical Exposition have been received in larger numbers this year than on any previous occasion, according to Manager Payne. German, Swiss, French and British manufacturers are anxious to display their goods in the American exposition when it is held at the Grand Central Palace, New York, September 28 to October 3, 1925, he says, judging by their letters.

Chemical Salesmen's Outdoor Frolic

The annual outdoor frolic of the Salesmen's Association of the American Chemical Industry was held June 14 at Centerport, Long Island. About sixty members enjoyed the shore dinner at Hall's Inn and a baseball team headed by George Dunning won the championship of the association from four teams which started. Other athletic events were also enjoyed. A nominating committee composed of John

Chew, Ira McNair, F. P. Summers, W. O. Thompson, J. Kilcommons, W. H. Adkins and H. F. Wilmot was elected. This committee will prepare a slate of officers to be voted on by the association in the Autumn. The complete success of the frolic was due largely to the work of the committee which arranged the affair which was composed of George Dunning, C. H. Hazard, Ray Dunning and John Chew.

Synthetic Organics Hold Three Days' Outing

An interesting program was prepared for the annual outing of the Synthetic Organic Chemical Manufacturers' Association of the United States, from Thursday, June 19, to Sunday, June 22. A special car was engaged to take the members to Bellport, Long Island, where the Wyandotte Inn offered ample hospitality. Business and general as well as section meetings were scheduled, including an address by Dr. Breihut, just home from Europe, on conditions abroad. Amusement and recreation in the shape of golf, tennis, boating, fishing and dancing promised much enjoyment for the chemists who decided to attend the outing.

Hooker Heads Manufacturing Chemists

At the annual meeting of the Manufacturing Chemists' Association of the United States at the Whitehall Club, New York, June 4, the following officers were elected: President, Elon Hooker, Hooker Electrochemical Co., N. Y.; vice-presidents, C. Wilbur Miller, Davison Chemical Co., Baltimore, and Dr. M. C. Whitaker, U. S. Industrial Alcohol Co., N. Y.; treasurer, Salmon W. Wilder, Merrimac Chemical Co., Boston; secretary, John L. Tierney, Washington.

American Cosmeticians' Society

The Fifth Annual Convention of the American Cosmeticians' Society is to be held at the Sherman Hotel, Chicago, July 28, 29, and 30. Miss Frances Martell, secretary, announces that the program will be the biggest and best in the association's history. Many matters of importance will be discussed. On Monday evening, July 28, the Society will hold its Style Show, and on Tuesday evening its annual banquet in the Tiger Room of the Sherman Hotel, which affair will be a litting close of the social features of the convention.

National Hairdressers Plan Convention

The fourth annual convention of the National Hairdressers' Association, Inc., will be held at the Garden Pier, Board Walk, Atlantic City, September 8 to 11. Miss Theo Bender, the energetic secretary of the association, has just returned to her home in St. Louis after visiting Atlantic City and New York to make the preliminary arrangements. Harry M. Spiro, of New York, treasurer of the association, gave Miss Bender all needed assistance. Charles Meeker Kozlay, Brooklyn, N. Y., is past president of the association and a member of the executive board.

New Jersey Chemical Society

David Wesson, Jersey City, was elected president of the New Jersey Chemical Society at its April meeting. Other officers elected were: Herbert B. Baldwin, Newark, vice-president; Frederick W. Zons, 367 High street, Newark, secretary, and Allan R. Cullimore, Newark Technical School, Newark, treasurer. August Merz and William A. Richey were elected to the board of governors.

Society of Chemical Industry

The annual meeting of the Society of Chemical Industry will be held in Liverpool July 9-12. An interesting program has been prepared. One of the features will be the Messel Memorial lecture by Viscount Leverhulme and the award to him of the Society's Messel Medal for 1924. The members will visit the Lever Bros.' works at Port Sunlight and other points of interest.

Prof. Bogert Heads Research Committee

Marston T. Bogert, professor of organic chemistry at Columbia University, New York, has been elected chairman of the committee on chemical research on medicinal substances of the National Research Council.

FRUIT AND FLAVORING SYRUPS MAKERS

At the annual meeting of the National Association of Manufacturers of Fruits and Flavoring Syrups at the Pennsylvania Hotel, New York, May 28, officers were elected as follows: President, Durbin Richardson, Richardson Corporation, Rochester, N. Y.; first vice-president, K. H. Kalbfleisch, Joseph Middlebury, Jr., Inc., Boston; second vicepresident, A. H. Van Gorder, Cleveland Fruit Juice Co., Cleveland; treasurer, W. T. Hankey, Cleveland Fruit Juice Co., Cleveland; financial secretary, F. L. Fisher, Zipp Manufacturing Co., Cleveland; delegates-at-large, A. R. Brunker, Liquid Carbonic Co., Chicago; W. F. Martin, J. Hungerford Smith Co., Rochester; John J. McDonald, Connor Fountain Supply Co., Owasso, Mich.; W. F. Meyer, Warner-Jenkinson Co., St. Louis; E. S. Chenoweth, Wood & Selick, Inc., New York. Thomas J. Hickey, 1238 First National Bank Building, Chicago, was reappointed corresponding secretary and

A. M. T. A. COMMITTEES: MR. SEFTON RESIGNS

(Continued from Preceding Page)

COMMITTEE ON TRADE PRACTICES

V. C. Daggett, chairman (Daggett & Ramsdell, New York). H. Henry Bertram (A. P. Babcock Co., New York). Abel I. Smith (association's counsel).

COMMITTEE ON FINANCE

C. M. Baker, chairman (Pond's Extract Co., New York). Northam Warren (Northam Warren Corp., New York). V. C. Daggett (Daggett & Ramsdell, New York).

In this connection it is interesting to note that Edwin Sefton resigned, on June 10, the office of second vice-president of the association, the firm which he represents, Harriet Hubbard Ayer, Inc., of New York, having resigned its membership.

It is understood that the resignation of Harriet Hubbard Ayer, Inc., is part of the aftermath of the controversy in the last annual convention over the report of the Committee

on Trade Practices.

Chicago Allies to Hold Stag Picnic

The Chicago Perfumery, Soap and Extract Section plans to hold a stag picnic at the Chateau Desplaines Gardens, Lyons, Ill., on Wednesday, June 25. The members will go by automobiles and will enjoy, among other pleasures, a buffet luncheon and a chicken dinner. D. M. Clark is chairman of the entertainment committee.

New York Merchants' Association

Lucius R. Eastman, of the Hill Brothers Co., has been elected president of the New York Merchants' Association, with the following aids: First vice-president, Lincoln Cromwell; second vice-president, Bertram H. Borden; third vice-president, Henry Ives Cobb; treasurer, John H. Love; secretary, S. C. Mead.

Druachems to Hold Tournament

Druachem Club, New York, will hold a mid-summer golf tournament on July 17, at the Maplewood Country Club, Maplewood, N. J. Charles Kelly is chairman of the committee in charge. The tournament will be closed to members of the club and their guests.

American Chemical Society

The sixty-eighth meeting of the American Chemical Society will be held at Cornell University, Ithaca, N. Y., September 8 to 13. The tentative program for the meeting has been issued. Visitors can avail themselves of the university's dormitories at moderate rates for first-class service.

Columbia to Build New Chemistry Laboratory

Two new buildings to house the departments of chemistry and physics will be erected in the near future by Columbia University, this city, at a total cost of \$2,375,000.

of

ed reo., ce uer,

in

nd

21

1.

in

its

rd

in

ee

ins

118.

go

ir-

en

on,

111-

ce-

re:

olf

ub.

111-

111-

ing

mi-

ice.

bia



OFFICIAL REPORT OF FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

The Boston convention is fully reported on page 183 and subsequent pages of this issue. It was one of the most successful in the history of the association. The information given to the members in relation to vanilla beans proved to be of much interest. The entire convention was worth a great deal to all of the participants in point of social and business contact and any manufacturers eligible to become members are missing a great deal by remaining out of the fold.

SODA WATER FLAVORS MANUFACTURERS

W. S. Bickford, of New Orleans, president, and Thomas J. Hickey, of Chicago, secretary and attorney, together with the legislative committee of the National Association of Manufacturers of Soda Water Flavors, have kept up their activities in looking out for the interests of the association and its members during the last month. Secretary Hickey has collected information on various subjects, and has transmitted the same to the members.

A bulletin of June 10 told of the approval by President Coolidge of the Revised Tax Law which repeals the tax upon beverages and the constituent parts thereof, effective at once. The law also repeals at once the tax on carbonic acid gas. Therefore there is no longer any government tax upon fruit juices or imitations thereof; upon still drinks or mineral waters; upon finished or fountain syrups; nor upon gas to be used in the manufacture of soft drinks.

The Revised Tax Act also repeals the tax upon candy and confectionery, this feature of the act to become effective at the expiration of thirty days after June 2, the day upon which the President signed the law.

DETECTING CITRAL IN LEMON OIL

Alex. H. Bennet shows the disadvantages of several proposed methods and recommends his hydroxylamine method (Analyst. 34, 14), which has been checked up again witk pure citral and mixtures of citral with terpenes. The purity of the reagents, aspecially of the hydroxylamine hydrochloride, is of fundamental importance. The method was carried out by allowing the reaction mixture to stand for 2 hours at ordinary temperature, instead of in the heat, and by increasing the amount of alcohol from 25 to 50 c.c. In the case of pure citral, 98.35% was recovered, on the average. In a mixture containing 4.56 gm. in 100 c.c. there was found 4.48 and 4.56 gm.; in the heat, 4.35 gm. In old resinified lemon oils too high figures were obtained. The cold method seems here to give the more accurate figures. —Riv. Ital. delle Essenze e Profumi, 3, 27.

PURE FOOD AND DRUG NOTES

In this department will be found matters of interest contained in Federal and State official reports, etc., relating to perfumes, toilet preparations, flavoring extracts, soaps, etc. It is advisable also to look at our Washingron Correspondence, Soap Section and other departments for further information.

Notices of Judgment Given Under Pure Food and Drugs Act by the Secretary of Agriculture

Among the Notices of Judgment given under the Federal Food and Drugs Act, Nos. 11,951 to 12,000, inclusive, sent out recently by the Bureau of Chemistry, Washington, D. C., the only ones of interest to our readers were the following:

11994.—Adulteration and misbranding of soda water flavors. U. S. v. 19 Jugs of Soda Water Flavor No. 1 and 19 Jugs of Soda Water Flavor No. 2. Product released under bond to be relabeled. The names "Good Grape," "Grape Jack," "Fruit of the Vine" and "Cap'n Grapejack" were held to be misleading. The product was mixed and colored in a way to conceal its inferiority and really was only an imitation grape juice.

There were five olive oil convictions for misbranding and adulteration, with the following fines: Two cases, \$200 each; two cases, \$150 each; one case, \$100; total, \$800.

New Pennsylvania Regulation Issued Regarding Flavors and Flavoring Extracts

In General Bulletin No. 385, just issued, James Foust, director of the Bureau of Foods, and F. P. Willets, Secretary of Agriculture of Pennsylvania, review the work of the bureau on an annual basis. It shows that in the last seventeen years the bureau has netted the State \$3,650,000 above its expenditures. Our industries show up well. In the last four years there have been no prosecutions after more than 240 analyses of flavoring extracts. There were 22 prosecutions for coal tar fruit juices.

The following statement appears in relation to the revision of the flavoring extract regulation:

"It has been deemed wise to modify regulation No. 12, relating to Flavoring Extracts. Hitherto, following the practice obtaining in other parts of the United States, the names 'flavor' and 'flavoring' have been held to have the meaning of the phrase 'flavoring extract,' and to designate an alcoholic solution of the proper strength of a vegetable flavoring principle. In view, however, of the trade modifications made needful by the Volstead Act and the Internal Revenue regulations thereunder, new types of flavoring preparations have been devised, which do not include alcohol as the solvent for the flavoring principle.

"In some of these glycerine is the solvent employed, in others an oil, while in still others the flavoring principle is suspended, and mixed thoroughly through a pastry or gummy preparation. The revised regulation permits the use of the name 'flavor' or 'flavoring' for these newer preparations, providing the character of the preparation is stated plainly in connection with the name, and providing also the flavoring strength of the preparation is not less than that required for the corresponding alcoholic extract. Owing to the differences in the nature of the media used to hold the flavoring principles in these new preparations, differences which affect the solubility of the preparation in watery fluids and which affect also the readiness with which the flavoring principle can be distributed through a food in which the flavoring preparation is used, it has been regarded as important that the consumer should have the information which the revised regulations call for."

Government Likely to Abandon Fight Against Saccharin After Five Years of Litigation

With the collapse of the second trial of the case against the Monsanto Chemical Company, of St. Louis in the alleged misbranding of saccharin as "the perfect sweetner, absolutely harmless," it is predicted the Government, after five years of litigation, will abandon its prosecution and dismiss the charges.

Four years ago a jury, after listening for three weeks to conflicting testimony of qualified experts as to the effect of saccharin on the human system, failed to agree and a mistrail was declared. On May 7 another jury made a similar announcement and a second mistrial was declared.

Court observers now predict the Government will not press its charges, but if it does, it is said that the case will be taken immediately to the Appellate Court on legal technicalities.

The prosecution did not propose to stop the sale of saccharin by the chemical company. It merely sought to prove that the label "saccharin, the perfect sweetner, absolutely harmless, 500 times sweeter than sugar," was false, and therefore a violation of the Federal Drug and Food Act. The company, however, adopted a more conservative label when the prosecution was begun, and if the Government had won the case the company would have been assessed a small fine.

The controversy about saccharin is of long standing and interest has been shown in the Monsanto case by large commercial interests and the medical profession. A coal-tar product, it has been manufactured and sold for forty years.

According to John F. Queeny, president of the Monsanto Company, saccharin became a subject of controversy in 1904, when the present Food and Drug Law was in the making. Mr. Queeny said he appealed to President Roosevelt, who submitted the question to a board of scientific experts, who in 1911 gave it a "clean bill of health." No attempt was made to stop its use for several years thereafter, until in the war period, when the use of saccharin as a sugar substitute became widespread.

New York Health Board's Saccharin Crusade

The New York City Department of Health is actively engaged in a campaign of enforcement of its ban upon the use of saccharin in soft drinks of all kinds. Recent prosecutions have been uniformly successful and have brought fines ranging from \$50 to \$250 upon manufacturers who have violated the edict.

Reports to the effect that soft drink manufacturers had taken steps through the courts to hinder or enjoin the enforcement of the ban are denied by Counsel O'Sullivan of the department who says that he has been served in no such action as yet. Mr. O'Sullivan quoted Section 1172 of the City Charter as the authority of the department to regulate the ingredients of soft drinks. He admitted that the departmen had been unsuccessful in establishing a general ban upon saccharin and referred to the Excelsior Bottling case of two years ago in which the Court of Appeals decided that a general ban upon the use of the sweetener was unlawful and beyond the powers of the department. The narrower ruling which is now being rigidly enforced was the result of the loss of this case by the city.

Mr. O'Sullivan told a representative of The American Perfumer and Essential Oil Review that more than fifty cases had been prosecuted during the last year and that

in no instance had the department failed of obtaining a conviction. In none of the cases has an appeal been taken by the manufacturers. "The legal section of the department," he said, "anticipates no further trouble in court over saccharin in soft drinks," although he admitted that violations and fines were frequent and hinted that in many instances a fine, even a substantial one, proved no deterrent to violations.

The activity of the authorities has been ascribed in some quarters to a politician interested in a concern that specializes in soft drinks which are sweetened with sugar, but there has been no proof of the charge.

NET WEIGHT OF A GALLON OF OLIVE OIL

There has been some controversy regarding the net weight of a gallon of olive oil and the acceptance of the figure 7.61 pounds as the weight recognized by the Government. It appears that this standard may be subject to variations, although it has been adopted by the Treasury Department. The facts are as follows:

In a circular to the trade the National Wholesale Grocers' Association stated that the Department of Agriculture at Washington had adopted 7.61 pounds as the weight of a gallon of olive oil. This statement was disputed and Secretary Toulme of the association gave the following explanation:

"Treasury Decision No. 37292 promulgated by the Secretary of the Treasury under date of July 26, 1917, adopted the figure 7.61 pounds as the conventional weight of a gallon of olive oil. This is an average of several calculations, and was published by the Bureau of Chemistry in its Service and Regulatory Announcement No. 21, Item 249?"

Treasury Decision 37292, which was printed in The American Perfumer & Essential Oil Review on page 171, September, 1917, reads in full as follows:

"The department is informed by the Department of Agriculture that a determination of the specific gravity of over 500 samples of imported olive oil indicates that the weight of a standard United States gallon of olive oil at 68° F. (20° C.) varies between 7.564 pounds and 7.649 pounds, the average being 7.61 pounds, and that for all commercial purposes the average value of 7.61 pounds may be taken as the weight of a gallon of olive oil at 68° F. (20° C.).

"In view of these tests, 7.61 pounds is hereby adopted as the conventional weight of a gallon of olive oil and such weight should be used in ascertaining the dutiable quantity of imported olive oil, provided that the importer assents thereto by noting his acceptance of the conventional weight on the entry. In the absence of such notation on the entry, the dutiable quantity of imported olive oil will be ascertained by determining the actual weight per gallon of the contents of one or more of the containers of each brand, and the weight per gallon thus found applied to the entire importation."

That represents the present attitude of the United States Treasury Department on the subject,

The position of the Department of Agriculture is given in the following letter addressed on January 24, 1924, to the Pompeian-Romanza Corporation, Baltimore, by P. B. Dunbar, Acting Chief of the Bureau of Chemistry:

"Neither the so-called Net Weight Amendment itself nor the regulations adopted for its enforcement would permit the department to establish, for the purpose of enforcing the law, an arbitrary figure as representing the weight of a gallon of olive oil. In our consideration of olive oil under the requirements of the so-called Net Weight Amendment, we have always adopted the policy which is quite definitely outlined in paragraph (e) of the enclosed Regulation 26, that is, that statements of liquid measure on containers of olive oil should be in terms of the United States gallon of 231 cubic inches, and its customary subdivisions, and should express the volume of the liquid at 68° F. Recognizing the variation in the specific gravity of olive oil, you will appreciate that so long as this policy is controlling, and we do not believe that any other policy could properly be adopted under the present terms of the law, a definite weight statement as correctly representing a gallon of olive oil could not be adopted."

In M H be ıs,

rs' at

nd

ng

nd

HE

ige

ri-

ver

ght

cial

as

uch

tity

ents

try,

the

and.

tire

iven

, to B.

per-

cing

of a

nder nent.

itely

26, s of

n of

nould

izing

will d we

y be eight e oil



Karl Fritzsche, of the firm of Schimmel & Co., essential oils, Miltitz, Germany, arrived in this country June 6 on the North German Lloyd liner Columbus, on a visit to Fritzsche Brothers, Inc., of New York, the sole agents of Schimmel & Co. in the United States and Canada.

Mr. Fritzsche has not been in America since 1914 and in a recent interview expressed his high gratification at the reception he has been accorded on the part of his old friends on this side of the water. He said:

"New York shows marks of progress in every direction, especially in regard to the tremendous traffic downtown and in Fifth avenue. General developments seem to exceed by far those met with on the European continent."

As to conditions in Europe and especially in Germany

KARL FRITZSCHE

Mr. Fritzsche did not like to commit himself especially regarding the future political developments, but he is far from being pessimistic. He said he welcomed the acceptance of the Dawes Report by the Reichstag as a basis of settlement for the difficulties in Europe and expressed the hope that under the new French government an understanding between the two countries would be reached.

Although Mr. Fritzsche comes from a part of his country where communism

has a great many followers-it may be remembered that the Saxon prime minister was sentenced to prison for briberyhe emphasizes that conditions are not half as bad as they are being described in most of the foreign newspapers and that he has never had any trouble to speak of with his own staff of officials and other employees and that production is no longer hampered by agitators of a more or less

Mr. Fritzsche will spend a vacation on Mr. F. E. Watermeyer's farm in Becket, Massachusetts, and will return to Europe on July 5.

Mrs. Lillian S. Thomas, owner of Harriet Hubbard Ayer, Inc., New York, was married May 1 to Robert L. Dodge. Mr. Dodge is prominent in art and architectural circles. He is a Paris Beaux Arts man, and has designed many beautiful memorial windows.

Francis P. Garvan, New York, president of the Chemical Foundation, and his family sailed June 4 on the Berengaria for a vacation in Europe.

Frederick Kimball Stearns, chairman of the board of Frederick Stearns & Co., Detroit, died June 7 at Beverly Hills, Cal. Mr. Stearns was born in Buffalo, N. Y., December 6, 1854, one year before his father, Frederick Stearns, moved to Detroit and established the business which has grown to world-wide proportions.

Mr. Stearns was graduated from the Detroit public schools and attended the University of Michigan, leaving at the end of his junior year to enter his father's business. When he succeeded to the presidency of the company in 1887, he was not an untried man, for, although but thirtythree years of age, he had been active in the business for twelve years. Donning overalls, he had started in as a laboratory hand-there were few in those days-and did

as he was told by the man in charge. In the years that followed as the laboratory grew he worked in every department, acquiring an intimate knowledge of manufacturing processes. Later, he worked in every department of the offices as well, until he had a similar mastery of the business and financial part of the institution. Thus, when he assumed the general management, he knew the business in its details and consequently as a whole.



THE LATE F. K. STEARNS

Mr. Stearns was a man of dominating personality. "I won't be a figurehead. You can't use my name unless you can use me," was his reply to those who urged him to become a paper director of banks, corporations or societies." He disavowed ambition to hold office, but was always interested in public affairs.

Although Mr. Stearns was indefatigable in his earlier years in building up the business of Frederick Stearns & Co., he found time for many other interests. His passion for music led him to help organize the Detroit Philharmonic Society, now the Detroit Symphony Society.

Another side of the personality of Mr. Stearns was his interest in baseball. In 1873, when only eighteen years old, he organized the Aetna Baseball Club, which was one of the best in the state for years. In 1844 he was elected president of the Detroit Baseball Club, in what was then known as the American Association. Along at this time the National League was formed, and Detroit became a member. The first year the Detroit club took second place, and in 1887 won the league championship, and in the world series won the title. Mr. Stearns then retired from active

haseball interests, but he was elected president of the old Detroit Athletic Club, which under his regime brought out some of the country's best athletes. Later, he became vicepresident of the Amateur Athletic Union.

The poorer children of Detroit will miss Mr. Stearns, for he was the sole member of the Empty Stocking Club, which had for its motto, "No child in Detroit shall waken Christmas morning to find an empty stocking so long as I can help." He is survived by his widow, Mrs. Helen Sweet Stearns, and four children: Mrs. Ralph M. Dyar, Mrs. F. W. Hubbard, Frederick Sweet and Alan Olcott Stearns.

Fritzsche Brothers, Inc., New York City, call attention in a neat four page insert, between advertising pages 8 and 9 to their new home at 118 West Ohio street, Chicago. The insert reproduces photographs of the exterior, the office and the stockroom. The company also reviews briefly its record in the last fifty years.

In this connection it is interesting to note, in addition to the growth of the business of Fritzsche Brothers, Inc., that two of the loyal employees who have done their share in accomplishing results and are just completing twenty-five years of service, have been elected to official positions in the corporation. Benedict F. Zimmer, who becomes second vice-president, continues in charge of the Chicago office, with headquarters in the new Fritzsche building. George L. Ringel, who becomes third vice-president, is in charge of the company's office at Columbus, Ohio, from which he will continue to look after the area represented by the central states and Canada. Since Mr. Ringel took over this territory it became necessary to establish a branch office in Toronto to take care of the growing trade in the Dominion.

The other officers of Fritzsche Brothers, Inc., are as follows: President, Frederick E. Watermeyer; vice-president, Frederick H. Leonhardt; secretary, Julius Koehler; assistant secretary, Arthur D. Armstrong; treasurer, William A. R. Welcke.

The Tin Decorating Company of Baltimore announces the appointment of Arthur A. Morse as president.

In the list of Active Members Present at the recent convention of the American Manufacturers of Toilet Articles this item was omitted;

Some subtle breeze waited the registration card away from the secretary's desk and it did not get on the list.

Charles L. Senior, of the Florasynth Laboratories, Unionport, Bronx Borough, New York, has just returned from
a trip through the northern part of New York and Canada.
Dr. Alexander Katz has returned from an extensive trip
through the Middle West. Dr. Katz plans to visit the
New England states this month, after having attended the
Flavoring Extract Manufacturers' Convention in Boston
June 11-13.

Col. Marston Taylor Bogert, of Columbia University, following the recent commencement, has gone to Belgrade Lakes, Maine, for a respite from his varied activities in educational and research chemistry.

A second marriage within a year in the family circle of the firm of Polak & Schwartz, Ltd., Zaandam, Holland, has just been announced. On May 22 Adolph Schwarz was the happy bridegroom and the bride was Miss Louise Caroline Pop, of Amsterdam, American friends of Mr. Schwarz will join in sending congratulations to the couple.

Mr. and Mrs. Williard A. Walsh has announced the marriage of the daughter, Miss Margaret Walsh, to Charles Mortimer Warner on April 17. Mr. Walsh is vice-president of Morana Inc., New York.

The many friends of Joseph B. Magnus, treasurer of Magnus, Mabee & Reynard, Inc., New York City, will be glad to know that he is well on the road to recovery from a double operation in St. John's Hospital, Brooklyn, N. Y., late in May. The operation was primarily for appendicitis, and was completely successful. Mr. Magnus is now recuperating at his home in Greenwich, Conn.

Romaine Pierson, publisher of the *Practical Druggist*, New York, accompanied by Mrs. Pierson, sailed on the *Homeric* on May 31, for a tour of Europe.

The wife and daughter of Julian W. Lyon, New York, essential oil and crude drug broker, returned recently on the Guicseppi Verdi from Mediterranean Europe, where they spent the winter.

Edwin Sefton, of Harriet Hubbard Ayer, New York City, who recently completed a tour of the Pacific Coast, wrote from Seattle: "Intense heat is setting in and as between Sacramento and the Equator, the Equator always has a slight breeze. These coast people are the most optimistic in the world and I have great admiration for them."

C. E. Larrabee, formerly with the Rhodia Chemical Co, New York City, and New Brunswick, N. J., as research and manufacturing chemist, has become associated with Neumann-Buslee & Wolfe, Inc., of Chicago. Mr. Larrabee is in charge of the laboratory and chemical end of the Neumann-Buslee & Wolfe organization, and brings to this firm considerable experience due to his previous connection with the National Aniline & Chemical Co., where he was in charge of the essential oil and chemical laboratory at their Brooklyn plant. Mr. Larrabee also was active in a similar capacity for several years with the American Aniline Products, Inc., at their plant at Nyack, N. Y.

Ne

Fra

the

tiga

tur

era

bee

litt1

mon

mai

saile Nev

pen

of t

John Blocki, of John Blocki & Son, perfumers, Chicago, and permanent secretary of the Chicago Veteran Druggists' Association, was hit by a street car in North Clark street, on May 27, and badly injured. An X-ray examination revealed a fracture of one of the leg bones. The doctors at Grant Hospital were hopeful that Mr. Blocki would be able to be on his feet again within three or four weeks.

Carlova, Inc., New York City, is expanding its line and announces some new perfume packages in satin lined containers retailing from 25 cents to \$1 each. The company reports that despite the fact that it has just introduced the new line, the demand is very good, and business in all departments is ahead of last year's record by more than 50 per cent.

of

las

ras

0-

arz

31-

les

ent

of

be

n a

Y.,

itis,

re-

ist, the

ork, on here

ork oast, 1 as ways optiem." Co., earch with

the

this

ction

was

ry at

in a

niline

icago,

gists'

street,

n re-

ors at

e able

e and

con-

mpany

ed the

11 de-

ian 50

C. C. Speiden, president of Innis, Speiden & Co., Inc., New York City, has returned from a two months' trip abroad, where he had an excellent opportunity to investigate business conditions, particularly in Germany.

"The outlook for sound currency in Germany," he states, "is very good since the establishment of the renten mark. The perspective of the people, which was very much obliterated by the previous enormous inflation, has not yet returned to normal. German manufacturing facilities are good, the bulk of the industrial debt has been wiped out, and the only thing needed now for an expansion of operations is credit. Manufacturers have not been able to secure this and the renten mark has produced high wages and increased cost of all materials, making it impossible for chemical manufacturers to seek export trade."

Some prominent financial and industrial factors in Germany pronounce in favor of the Dawes plan, Mr. Speiden added, but express doubt of the French effective approval of it.



TWO GROUPS ABOARD SHIP READY TO SAIL TO EUROPE FIRST PANEL: XAVIER GIVAUDAN AND LEON GIVAUDAN SECOND PANEL: MR. AND MRS, C. H. BOURGET AND RENE

Messrs. Leon and Xavier Givaudan, of L. Givaudan & Co., Geneva, Switzerland and Lyons, France, arrived in New York on the *Berengaria* May 31, and departed for France on the *France*, June 18. They made their head-quarters with George Lueders & Co., American agents for the firm, and one of the objects of their visit was to investigate the American conditions bearing upon the manufacture of synthetics in this country, which is under consideration by the firm. No statement as to their plans has been given out.

Mr. and Mrs. C. H. Bourguet, accompanied by their little boy, Rene, sailed on the *France*, June 18, for a two months' visit to Paris and Grasse. Mr. Bourguet is manager of the American branch of Lautier Fils.

Ernest Daltroff, proprietor of Caron Parfumerie, Paris, sailed on the France, June 18, after a three weeks' visit to New York. He came here to confer with Frank N. Carpenter, manager of the American branch, and expressed himself as being very well pleased with the development of the business in this country. Mr. Daltroff advised that

he is raising his prices on many perfumeries on account of the increased cost of flower oils in Grasse. Many of these prices have been raised on account of the rise in the cost of flowers. Mr. Daltroff does not expect any decrease in the cost of these materials for several years, and he feels that in order to maintain quality it will be necessary to increase prices.

Mr. and Mrs. George Lueders sailed on the Volendam June 14 for a two months' pleasure trip in Europe.

The accompanying photograph of George H. Neidlinger, president of the Peerless Tube Co., Bloomfield, N. J., was taken recently at his desk in the Bloomfield plant by the Editor. Back of him are the framed photographs of his two sons who have made the name Neidlinger well known throughout the amateur athletic world.

Lloyd Neidlinger, who is now associated in business with his father, is popularly known as "Pudge." He achieved



GEORGE H. NEIDLINGER, HEAD OF PEERLESS TUBE CO.

considerable distinction on the gridiron and in other athletic and student activities at Dartmouth College from which he was graduated last year. Newell, his brother, played his last game of football for Yale University last autumn. He will be graduated from Yale University this year. Quite naturally, Mr. Neidlinger takes an active interest in amateur athletics of all kinds and is himself a devotee of golf.

Richard T. Schwarze has been appointed Boston representative by Thurston & Braidich, importers of vanilla beans, gums, etc., and will make his headquarters at the Parker House, Boston. He has been four years with the firm and previous thereto has been engaged in the chemical line for some time.

Dr. August Drucker, proprietor of the Revelation Tooth Powder Co., San Francisco, Cal., was a recent visitor to New York City.

American Can Co. has declared a quarterly dividend of 134 per cent on preferred stock, payable July 1 to stock of record June 13.

U

TI

co

ar

ab

the

Pi

in

ha

dre

the

the

fra

An

to

Mo

peo

the

pap

Tin

by

1

indi

G.

fum

Justin Dupont, head of Societe Anonyme des Etablissements Justin Dupont, Argenteuil (S. & O.), France, arrived in New York on the steamship *France* June 13 for a three weeks' conference with George Silver, vice-president of Justin Dupont, Inc., New York. He will sail for home on the *Paris*, July 2.

J. S. Turner White Metal Co., New Brunswick, N. J., recently celebrated its twenty-fifth anniversary, the company having been established late in 1898 by John S. Turner for the purpose of manufacturing collapsible tubes. Mr. Turner continued as sole owner until 1916, when the company was incorporated, Mr. Turner serving as president, a position he held until his death in May, 1922, when his son, J. Everton Turner, succeeded him. The entire stock of the company is owned by the children of the late John S. Turner, and they also operate the business. They are, in addition to J. Everton Turner, George S. Turner, secretary and treasurer, and Harry J. Turner, general manager. All are married and are looking forward to the time when their sons will enter the business. In its announcement on advertising page 76 the company calls attention to one of its new designs in collapsible tubes.

Henry W. Quelch, of Henry C. Quelch & Co., London, Eng., sailed for home on the Olympic on May 24, after a visit of nearly two months in the United States. Mr. Quelch left New York with much information regarding conditions in this country and in a better position to serve abroad his firm's American clients, who include the Northam Warren Corporation, the Henry Tetlow Co., the Andrew Jergens Co., Boncilla Laboratories, Inc., the Packer Mfg. Co. and several others.

A specimen of artistic commercial lithography reproduced in all of its proper colors on the front cover of this issue, forms the theme of a short but effective announcement of the American Can Co., New York, on the object of decorating metal containers, on advertising page 9.

Swindell Bros., have moved from the fourth floor of the Fifth Avenue Building, New York City, to new and larger offices on the twelfth floor of the same building, where their facilities for the display of glassware are more complete. The telephone number remains the same. The New York office of this active concern is in charge of William E. Swindell, with W. C. Young as representative.

Frederick H. Wrede, drug broker for 20 years, has discontinued business and associated himself with the sales force of R. Hiller's Son Co., Inc., New York.

M. J. Seeley, formerly with the Antoine Chiris Co., New York, has gone into business under the firm style of Seeley & Co., Inc., with offices at 136 Liberty street.

John A. (Jack) Keefe, Philadelphia district manager for Spencer Kellogg & Sons, has been appointed New York district manager. Mr. Keefe was given a farewell dinner in Philadelphia, May 28, by his many friends in that city. He has been with Spencer Kellogg & Sons for fifteen years at Boston and Philadelphia. Mr. Keefe succeeds F. A. Anderson, who is returning to his former home in San Francisco.

Mr. and Mrs. Jonas L. Girth of the Amecousema American Trading House, Paris, sailed on June 25 on the Berengaria. They were here one month in the interest of their powder puff business and advise us that American representation has been given to A. Rodin, New York.

Carl Schaetzer, president of Morana Incorporated, New York, has returned recently from a two months' trip to Switzerland.

William H. Loveland, president of the Wm. H. Loveland Co., toilet preparations, Binghamton, N. Y., was a recent business visitor to the metropolis.

Milson Co., 116 West Pearl street, Cincinnati, Ohio, has taken over the Mihalovitch Co., perfumes, toilet requisites and flavoring extracts, the personnel of the two companies being the same. The officers are: President, Sydney F. Mihalovitch; vice-president, Henry A. Marks; secretary and treasurer, M. H. Mayer.

Morana Inc., New York City, in its insert between advertising pages 16 and 17 discusses in an interesting way "The Versatility of Orchidee." Other interesting features of the insert are "Giving the Bouquet Odor a New Direction," "The Quality Equation in Geraniol," "Stimulating the Complete Odor of a Bouquet of Violets" and "Gold and Violet."

Peters, White & Co., Inc., is to be dissolved, and the business—which has always been successful—is to be taken over by the old established firm of Parsons & Petit, of New York, and some of the employes of Peters, White & Co. will go into the office of the successors. The agencies of Salzbergwerk Neu Stassfurt, the Diamond Alkali Company, etc., will be carried on by Parsons & Petit. This change is due to the retiring of Sumner W. White. Frederick W. White will devote his time to the work of the Mutual Chemical Co. of America, and the Mapes Formula & P. G. Co., being president of both of these corporations.

"Plaimar" British-distilled sandalwood oil is the feature of the initial advertisement in this journal of Plaimar, Ltd, of Perth, West Australia. It will be found on advertising page 78. The Plaimar agent in the United States is the Imperial Export Co., 25 Whitehall street, New York City.

Clarence Morgan & Co., Chicago, announce that they will terminate their sales agreement with the Belgian Trading Co., New York, to be effective September 15. The Morgan company recently gave up the sales agencies in the Chicago district for the Tartar Chemical Co. and the Seydel Chemical Co.

The Morgan company also announces the acquisition to its forces of George B. Chase, formerly in the cocoanut oil department in Chicago of Spencer Kellogg & Sons, of Buffalo. Mr. Chase has numerous friends in the Middle West who will wish him success in his new associations.

Sanogyl, a dentifrice manufactured by Sealand Trading. Ltd., of London, England, is being advertised in Canadian newspapers in a campaign to procure distribution. It is advertised with the British price marking "2/ per tube, for export." This campaign is being directed by J. W. Pemberton, London advertising agent.

the t of

Vew to

land cent

has sites nies

F.

tary

ver-

The

on,"

om-

let."

the

aken

New

Co.

s of

any,

ange

erick

itual

& P.

ture

Ltd.,

ising

the

City.

they

Trad-

The

n the

eydel

on to

at oil

s, of liddle

tions.

ding.

adian

It is

e, for

Pem-



GROUP OF GRASSE WAR WIDOWS AND ORPHANS FOR WHOSE RELIEF MR. W. G. UNGERER IS RAISING A SECOND FUND

Most encouraging support on behalf of the trade is being received by W. G. Ungerer in his second campaign to raise funds to carry on the work of the American Fund for the Grasse Orphans and Widows of the World War.

Despite the fact that the campaign was started only the first week in June, up to the time of going to press Mr. Ungerer announced that approximately half the amount raised in the entire campaign of 1921 had been subscribed. The amount is still very inadequate and Mr. Ungerer is continuing his efforts to raise the needed sum, giving freely of his time and ability. All expenses of the American fund are borne by Mr. Ungerer. In the same way the committee abroad contributes its time and skill in the administration of the fund. This committee is made up of Dr. Perrimonde, mayor of Grasse, his assistant, Mme. Bender, president of the Association of Widows and Mothers of the Great War, Pierre Morena, of Charabot & Co., and other prominent men in the essential oil business in Grasse. How well the work has been done is evidenced by the fact that about two hundred families have been cared for with the funds raised in the 1921 campaign. This latter campaign, inaugurated in the autumn of 1921 by Mr. Ungerer, netted about 20,000 francs from about 100 subscribers.

Appreciation of the work accomplished by means of the American Fund was shown during Mr. Ungerer's last visit to Grasse when he was waited upon by a committee representing the municipality and the Grasse Association of Widows and Mothers of the Great War. On behalf of the committee, the Mayor, Pierre Morena, Mr. Bernard, Mme. Morena and Mme. Bender expressed the gratitude of the people of Grasse for the timely assistance given them by the American contributors and by Mr. Ungerer. The newspapers of Grasse and elsewhere, notably the New York Times, also called attention to the relief work carried on by the American Fund.

While the subscribers for the fund so far have been generous, it is hoped that many more American houses and individuals will join in the support of this worthy enterprise. Contributors up to the time of going to press were: G. A. Pfeiffer, Richard Hudnut; Mrs. Ida Tetlow, B. E. Levy, Coty, Inc.; W. H. Hyde, Abner Royce Co.; F. J. M. Miles, Cheramy, Inc.; Geo. Betts, Glebeas Importation Co.; P. R. Dreyer, Geo. Uhe, I. S. Zeluff, W. H. Kendall, Parfumerie Rigaud; Wm. Green, E. M. Laning, Amole Soap Co., Jolie, Inc., P. Coviello, Compagnie Duval, Manhattan

Can Co., A. Winarick, *International Confectioner*, Inc., Ungerer & Co., Chas. Fischbeck, R. S. Stoddard, American Perfumer & Essential Oil Review.

In connection with this excellent work Mme. George Chiris, President of l'Assistance aux tout Petits, gave a kermess at the Chiris home, Villa St. Georges, Grasse, for the benefit of the fund and a considerable sum was raised. The kermess was held on Sunday, May 11, in the beautiful gardens of the villa and was in the form of an old Provençale feast. Most of the people who attended wore ancient costumes and many of the old Provençale dances were reproduced.

The Editor had the pleasure of meeting Messrs. John J. Tracey and S. M. Reber, of Marshall Field & Co., in Grasse. They were in Paris on business for their company and made a trip to the perfume center for the purpose of looking into the production of raw materials.

The June insert of the Stanley Mfg. Co., of Dayton, Ohio, between advertising pages 72 and 73 of this issue will be found particularly attractive to readers who like artistry in metal and other labels.

P. & P. Derode Fréres & Dammann, Inc., 71-73 Murray street, New York, whose initial advertisement will be found on advertising page 68 of this issue is an American house established by the Paris firm of the same title to bring it in closer touch with the vanilla bean purchasing trade in this country.

Xavier Dietlin is vice-president and treasurer of the American corporation. He has been connected with the vanilla bean industry for nearly fifty years. Frank Roe, who is on the selling staff, was formerly connected with the Antoine Chiris Co., New York.

The Paris firm heretofore sold only to importers in the United States, but is now going direct to consumers.

Albert Heekin, secretary and treasurer of the Heekin Can Co., Cincinnati, has purchased the plant of the American Cotton Oil Co. in that city for approximately \$175,000. The transaction includes four buildings and equipment, as well as railroad facilities. The American Cotton Oil Co. closed its Cincinnati plant about six months ago. Mr. Heekin intends to resell the property to an out-of-town concern for manufacturing purposes.

pı

vi sh

va

vio

B.

sis

bu

William Hosken, of Vietor & Hosken, New York City, accompanied by Mrs. Hosken, returned June 4 from a five months' trip to Japan and the Orient, combining business and pleasure. Mr. and Mrs. Hosken started on Christmas day and motored to Hollywood, Cal., after which they visited Hawaii, where they saw Kilauea, the famous volcano, in eruption. From there they sailed to Japan on the *President Taft*, arriving in Tokio the middle of February. Much time was spent in Japan, Manchuria and Siberia.

Mr. and Mrs. Hosken went as far north as Harbin, where they attempted to get vises of their passports to go over the Russian railroads. After a week of red tape they gave up the plan.

The return trip was made on the *President Cleveland*, sailing from Japan, May 15. While in Japan they experienced a number of earthquakes in Tokio, where Mr. Hosken spent most of his time visiting the factories of the Hoshi Pharmaceutical Co., Ltd., for whom Vietor & Hosken are exclusive selling agents in the United States. The Hoshi Co. employs 3,000 people in its Tokio plants and it is now erecting a soap factory of 30,000 tsubu (a tsubu is about 6 x 6 feet). The company is manufacturing practically everything in the way of perfumes and toilet preparations, and geisha girls are large buyers of lipsticks, but they are reluctant to use compacts. Instead a liquid whiting is used.

A school is operated by the company to train young men to assume responsible positions in the organization, which incidentally supplies 3,000 drug stores, most of which are directly controlled by the company.

The relations between Vietor & Hosken and the Hoshi Pharmaceutical Co., Ltd., have been so satisfactory that Vietor & Hosken have been appointed the company's exclusive buying agents in the United States, and their scope of operations will include everything from the purchase of machinery to synthetics and bottles.

This was the seventh trip of Mr. Hosken to Japan and like most of his previous trips, was without accident of any kind

Victor Salisbury, Chicago representative of the Filler Machine Co., Philadelphia, Pa., has been visiting friends in the trade in New York City and its vicinity.

The U. S. Industrial Chemical Co. will place the \$800,000 addition to its Baltimore plant in operation late this month, according to present plans. Opening of this new unit signalizes the entry of this company into the fertilizer materials business on a larger scale, as the new plant is to be used in the recovery of ammonia and potash from its waste products. The company has already been operating a potash recovery unit for some time, and the new plant addition is designed to permit the expansion of these operations, as well as the recovery of ammonia on a commercial scale. It is expected that production at the new plant will average 50 tons of potash per day and 15 tons of ammonia. Dr. M. C. Whitaker, of the U. S. Industrial Chemical Co., spent several days in inspecting the new Baltimore plant recently.

Herman A. Metz, of H. A. Metz & Co., New York, who came back recently from a month's trip to Germany, said that conditions in that country on the surface were all right, but underneath were awful. Few credits were obtainable and business failures were frequent.

The first batch of soap from the new Jeffersonville plant of Colgate & Co., on the site of the old Indiana State Reformatory, will be ready for distribution soon. William Fillebrown, who has charge of the new factory, went west from the Jersey City establishment on May 17 to begin operations in connection with the manufacture of Colgate products in the model plant which has been created there. Mr. Fillebrown is a graduate of Princeton, 1916, served with the United States Machine Gun Corps during the World War and since then has been in the Colgate service. He is rated highly for his knowledge of soap manufacture. Mrs. Fillebrown will join her husband as soon as their new home can be made ready.

Colgate & Co, have contributed a check for \$1,000 to the fund for building a permanent home for the American Pharmaceutical Association,

George E. Adamson, who left two years ago to take charge of the Colgate French factory in Paris, arrived in New York on May 30 on the George Washington.

James S. Brodhead, export manager, and H. R. Trigge, both of Colgate & Co., are in Mexico on business.

Colgate Clock reports seven marriages in its June society notes. Five of the brides were from the perfumery department and two from the toilet soap division. Numerous other nuptials are in prospect,

Here is a good one in *Clock*: Recently Sidney M. Colgate was in Chicago for a few hours. As he passed a street corner, and stopped to purchase a paper, he said to the newsboy, "Which is your best paper, Sonny?" The boywithout hesitating or looking up, replied—"It all depends what you're lookin' for. If you are lookin' for a job—buy the *News*."

The Art Directors' Club held its annual exhibition of original paintings and drawings used in advertising at the Art Center, 65 East 56th street, New York. It was proclaimed the best exhibition of its kind. There were six classes or types of paintings or illustrations displayed at this exhibition, and there were awards in each class. Under the class of "Paintings and Drawings in Color," Arthur Rackham's Colgate drawing for Cashmere Bouquet was awarded first honorable mention in the Figure Division. There were 433 specimens of the finest art work used for advertising purposes on display at this exhibit.

A new and high standard is being set in advertising at by Colgate & Co., who are now using twenty paintings by Arthur Rackham in their magazine advertising. This famous artist never sold an original for reproduction before, and never worked for a commercial house. He yielded in this instance only because the use of these pictures in the highest-class American magazines would afford the multi-tudes an opportunity to become acquainted with his fine artistry. This is also noteworthy as Rackham's first attempt in the American Colonial period. All the paintings are reminiscent of Colgate's early history.

S. K. Krishna Iyer, Cochin, Malabar Coast, South India, announces that he is now doing an import and wholesale business in soaps and perfumery.

4

lant

tate

iam

vest

egin

gate

ere.

rved

the

vice.

ture. new

the

ican

take

ed in

igge,

ciety

part-

erous

Colstreet

o the

bov-

pends

—buy

on of

it the

pro-

e six

at this

er the

rthur

t was

vision. ed for

ng art

igs by

nis fa-

ded in

in the

multi-

is fine

rst at-

intings

India,

olesale

The users of machinery in this industry will be interested to learn that T. L. Harrison & Co., formerly of the Bourse building, Philadelphia, Pa., have been merged with the Filler Machine Co., Thompson and Montgomery streets, Philadelphia. Mr. Harrison is a graduate in mechanical engineering of Lehigh University and has specialized in filling and clos-



FILLER MACHINE Co.'S HEADQUARTERS, PHILADELPHIA, PA.

ing machinery for pastes and other toilet preparations for the past twelve years. He is inventor of many features or, machines of this class now in use.

The Filler Machine Co. was established in 1914 by J. F. Geyer, who is treasurer and general manager. Mr. Geyer has had more than twenty years' experience as designer and machine builder, and his company is devoting its entire attention to automatic filling and depositing machines for semi-liquid products. The addition of the Simplex line, formerly made by T. L. Harrison Co., will give them entree to users of collapsible tubes, etc.

The New York representative of the company is B. F. Adams, who has had wide experience in the manufacture and packaging of toilet preparations, and for the past few years has specialized in the sale of machinery for these purposes.

The Western representative is Victor Salisbury, Chicago.

Saunders Norvell, chairman of the board of McKesson & Robbins, New York, recently visited St. Louis and was a guest of the St. Louis Advertising Club, of which C. F. G. Meyer is president. Mr. Norvell delivered his famous semi-humorous talk entitled "Us Morons." In a jolly vein he took occasion to say some pretty good things—and advised the ad men, provided they wanted to succeed, to shoot low.

Edward T. Beiser, Riverside, Conn., manufacturer and importer of perfumers' materials, has returned home from a trip with Mrs. Beiser through the Bahamas, Cuba, and various points in South America.

Directors of I. L. Lyons & Co., Ltd., New Orleans, have elected the following officers for the ensuing year: President, Jno. W. Phillips; first vice-president, L. E. Lyons; vice-president, I. L. Lyons, Jr.; vice-president and general manager, E. B. Briggs; treasurer, T. H. Lyons; secretary, B. R. Holmes; assistant treasurer, T. H. Lyons, Jr.; assistant secretary, Geo. J. Lyons. A review of the firm's business for the fiscal year which has just ended showed a very substantial increase in sales. Plans were formulated for the further extension of business during the coming year.

The Palmolive Co., of Milwaukee, does not contemplate erecting a complete soap plant at once on the property purchased at Shadyside, N. J. It will first provide docking facilities and building equipment to handle its large importations of palm and olive oils. The buildings for the making of soap will be added as operations in the Milwaukee plant are overcrowded. This plant, which operates 24 hours per day, still has some room to take care of the company's constantly expanding business, although it probably now manufactures more soap per square foot of floor space than any soap plant in the world.

The Marinello Co., of La Crosse, Wis., has recently installed the most modern labor saving equipment for the filling of toilet powders and creams. Constantly increasing production of these products made the installations necessary.

C. M. Cubbinson, formerly of the Jewel Tea Co., Chicago, has entered the employ of the J. R. Watkins Co., of Winona, Minn., as general city sales manager.

Leonard B. Schwarcz, vice-president and treasurer of the Clifton Chemical Co., Inc., New York City, plans to cruise to Halifax some time next month in his yacht, Young Miss, which won the championship of Long Island Sound for first division boats last year. He is reluctant to say how long he expects to take in making the trip as there is no engine in the yacht, which incidentally is shown in the



L. B. Schwarcz Cruising in His Champion Racing

accompanying illustration with Mr. Schwarcz at the helm. The company of which Mr. Schwarcz is the active head, has renewed its lease on the Clifton building, and is arranging to install additional machinery and a large cauldron which is to run through two floors, an improvement made necessary to handle the increasing business in shampoo base in which the company specializes.

geth

rece

Lab

man

gave

vani

Alex

offic

G

Har

west

to th

coun

care

fron

is si

corre

Mr.

but

toile

of be

Who

our

has !

mucl

point

direc

The J. R. Watkins Co., of Winona, Minn., has purchased a tract of land comprising about 300,000 square feet adjoining its present plant in Emeryville, Cal., on which it is planned to build a large modern soap factory some time in the future. A one-story warehouse and small manufacturing building, to cost between \$75,000 to \$80,000, will be erected at once, according to W. B. Watson, western manager.

On May 19-22 the annual conference of the district sales managers of the company was held at Winona, Minn. The twelve branches of the company which are directed from the home office in Winona were all represented, about thirty district sales managers being present. Methods for the increase of business coincident with the completion of the company's large, new eastern plant at Newark, N. J., were evolved. The conference closed with a dinner, attended by department heads and sales managers, at the Winona Country Club, on the evening of May 22. Mr. Paul Watkins, the company's president, presided, and helpful and reminiscent speeches telling of the early history of the company's business were delivered.

Orford Soap Co., Manchester, Conn., has increased its running schedule to nine hours a day, with five hours on Saturdays. For regular attendance a 10 per cent wage bonus is being paid in addition to the usual Christmas bonus.

L. W. Bosart, of the Procter & Gamble Co., was elected chairman of the Cincinnati Section of the American Chemical Society at its annual meeting, which was held recently at the University of Cincinnati.

Procter & Gamble Co. has declared the regular quarterly dividend of 5 per cent on the common stock, payable August 15 to stock of record July 15. The directors also declared an extra dividend of 4 per cent on the common, payable in new common stock on and after August 15 to stock of record July 15.

Flames on June 10 did about \$65,000 damage to one of the buildings of the soap plant of J. Eavenson & Sons., Inc., of Camden, N. J. Officials of the company said the fire would not interfere to any great extent the operation of the plant. The cause was not discovered.

Puritan Soap Co., Rochester, N. Y., has placed its advertising account with the Hutchins Advertising Co., Inc., advertising agency of that city.

Dr. Benno Jankel, formerly chief chemist for Denney & Denney, of Philadelphia, has established laboratories at 16 East 18th street, New York City, where he is manufacturing his own perfumes and cosmetics.

Arthur Henriksen, Ph. G., formerly with the J. R. Watkins Co., Winona, has accepted the position chief perfumer with the Palmolive Co., at its Milwaukee plant.

Parke, Davis & Co., Detroit, has given to each one of its employees in the United States and Canada an insurance policy for \$1,000, the premiums to be paid by the company as long as the insured persons remain in its service. A pension plan for aged and disabled employees also is maintained.

Announcement is made of the taking over by the Kentucky Alcohol Corporation of the entire alcohol business and properties formerly controlled by the Kentucky Distilleries and Warehouse Co., but the latter company retains its whiskey business. No change is made in the organization or personnel of the alcohol business, and Mr. Sid Klein will continue as vice president in charge of sales.

This change of corporate ownership is in accord with the plans of organization of the National Distillers Products Corporation, which latter company has taken over the assets of the United States Food Products Corporation.

The New York executive offices will be moved to 30 Broad street from 25 Broadway on July 1.

Goldsmith Soap Manufacturing Co., due to increased business, has moved into its new building, 2187-89 East Norris street, corner of Blair street, Philadelphia.

C. F. Michaels, president of the Langley & Michaels Co, wholesale druggists, San Francisco, with Mrs. Michaels and their eldest son, sailed June 7 from this city on the *Majestic* for a three months' vacation in Europe.

George Merck, president of Merck & Co., New York, accompanied by Mrs. Merck, sailed for Europe May 31 on the Conte Verdi.

The advantage of a Fifth avenue address for manufacturers is set forth in an announcement on advertising page 128 by an advertiser who has facilities supplying this convenience in a New York office building.

V. Vivaudou, Inc., New York, has elected the following officers: Jules S. Bache, chairman; Victor Vivaudou, president; R. H. Aronson, vice-president and treasurer; J. B. Kerbin, vice-president and Alexander Levene, secretary. The directors are: J. S. Bache, Edward Wise, Mark Eisner, V. Vivaudou, A. Foran, R. H. Aronson, E. C. Jones, J. W. Kerbin, R. W. Goerke, Edwin C. Feigenspan and Adolph Davenstedt.

W. J. Bush & Co., Inc., New York, has appointed D. P. Seaman as its representative in the New England territory. The new address at Boston is 27 School street; telephone, Main 7297.

Joseph Plaut, chairman of the board of Lehn & Fink, Inc., this city, with Mrs. Plaut, sailed for Europe on the Columbus, June 12. They will be away for about ten weeks and will visit Germany, Switzerland and Austria.

Ferdinand Ruggiero, of LeRoy, N. Y., has gone to Boston Mass., for the purpose of incorporating the Ruggiero Beauty Products Co.

Enola Cosmetic Co., manufacturer of perfumes, creams, rouges, etc., San Francisco, has moved to new quarters at 1120 Drake avenue, Burlingame, Cal.

J. W. Black and J. W. Russell, of the new Three-in-One Soap Co., Jacksonville, Florida, were in New York City recently and bought machinery for a plant to turn out six tons of soap daily. Mr. Black has a formula which he says contains ingredients differing from other methods and is enthusiastic about his discovery.

24

Ken-

iness

Dis-

tains

miza-

Klein

h the

ducts

the

0 30

eased

East

Co.,

iestic

c, ac-

n the

ufac-

page

con-

wing

presi-

J. B.

etary. Mark

ones,

and

D. P.

itory.

hone,

Inc.,

weeks

oston.

giero

eams,

ers at

n-One

City

at six

says

nd is

The friendly spirit existing in the organization of the Solar Laboratories between the management and the employees was fittingly expressed in a reception held on May 31 in honor of Miss Gertrude Friedman, private secretary to S. B. Kaiden, secretary and general manager. Miss Friedman had announced her engagement to Herman M. Inholsen, and the management and the employees planned a surprise party. The photograph herewith shows only a small part of the Solar force at the reception.

The party was arranged by Miss Rose Kellson and Miss



PRE-WEDDING RECEPTION IN SOLAR LABORATORIES, N. Y.

Sara Simms, the management and employees joining together in the big laboratories in an informal manner for a reception, dance and light refreshments. A bevy of the girls wore caps with letters spelling the words "Solar Laboratories Wish You Joy" when they arranged themselves in line. Mr. Kaiden presented \$500 in cash to Miss Friedman on behalf of the management and as a personal gift he gave a set of salt and pepper shakers to her. A set of silverware was the present given by the young women.

The wedding was on June 3 at the Hotel Claridge and after a honeymoon Mr. and Mrs. Inholsen will live in Savannah, Ga., where Mr. Inholsen is in business.

In the accompanying group on the extreme left are Alexander Hirschbein, S. B. Kaiden and Peter Meyer, officers.

George F. Weaver has been appointed representative for Harriet Hubbard Ayer, Inc., of New York, in the territory west of Denver. Mr. Weaver is well and favorably known to the drug and department store trade in that part of the country. Born and raised in St. Louis he began his selling career for Theodore Ricksecker in 1909. Later he was with the Pompeian Co. and the Lambert Pharmacal Co., going from the latter to Harriet Hubbard Ayer, Inc. Mr. Weaver is six feet, three inches tall and weighs 280 pounds, with a correspondingly generous supply of geniality and enthusiasm. Mr. Weaver, his wife and their daughter live in Hollywood, but they are not interested in any "movies" except the toilet goods line, in which Mr. Weaver has the reputation of being away up in the "go-getter" class.

William A. Hover, in 1902 president of the National Wholesale Druggists' Association, and known to many of our readers as head of the Denver firm that bears his name, has been recuperating in Hawaii. He reports his condition much improved, but says the weather has been just a trifle too hot for comfortable enjoyment.

T. Carter & Co., Toronto, Canadian distributors of Oatine Face Cream and other toilet preparations, have appointed the Baker Advertising Agency, Ltd., Toronto, to direct the advertising of these products.

"Didn't it seem warm in church this morning?" And quite as often, "I, really, felt cold." Those and similar expressions are no longer indulged in by members of the First Methodist Church of Hamilton, Ont. Their elimination came with the installation of a Tycos recording thermometer, with the bulb placed in front of the pulpit and the instrument down in the boiler room, where the engineer keeps a complete record of the temperature and thereby controls the heat.

In ordering another hundred dials for their Tycos recording thermometer, George H. Lees, trustee of the church, wrote to the Taylor Instrument Companies, Rochester, N. Y., manufacturers: "We think the last were sent to us November 13, 1922. We are pleased to inform you that the recording thermometer is giving excellent results. The church during services is always kept at a comfortable temperature, never before attainable."

White & Bagley Co., manufacturers of soaps, Worcester, Mass., have decided to erect a four-story office building of brick and concrete adjoining their present site at 100 Foster street. They report trade "good."

W. A. Sherry & Co., 535 Patton street, Los Angeles, Cal., have taken up the essential oil business and plan to specialize in "individual odors" for the use of manufacturers of toilet preparations.

J. Leshin, sales manager of Majestic Metal Specialties, New York City, is to leave July 1 on an extended Western trip in the interest of his company.



From Left to Right: E. A. O'Shaughnessy, Phil Broderick, James Scallan and W. J. Coughlan.

The above snapshot portrays the four "rough riders" of the Rossville Co., of Lawrenceville, Indiana, Messrs. E. A. O'Shaughnessy, Phil Broderick, James Scallan and W. J. Coughlan. It was taken while the "Spirit of the Nation" was wafting through the atmosphere at the sales conference of the Rossville firm's force which was held in New Orleans May 27 to 30.

Perfumers' & Jewelers' Box Co., Inc., of New York City, has moved into more spacious quarters at 307 to 311 Sixth ayenue, on the northwest corner of 19th street.

Gene Palmer, head of the Gene Palmer Co., manufacturers of perfumes and toiletries, Los Angeles, celebrated May Day, 1924, by dashing off a poem entitled "What the Rose Petal Said to Me," and dedicating it to "My Friend's Rose Garden and the Perfumer's Art." It follows:

Only a dew kissed rose petal
Of a delicate pastel hue,
Wafted thru' commercial traffic
Where thousands passed to view,
Bent on their daily mission
For wage and compensation sought,
Yet this lovely thing of Nature
All passed for naught.

'Twas this dew kissed petal
Grown in a sun kissed clime,
Revealed to me romance, loveliness,
Grandeur ne'er marked by time
Thru' halls of fame and marts of trade
Our careers in the making, made.

As this chaste floral tribute
Lost none of its delicate fineness,
Nor did its symmetry change
Only to more pleasing fragrance
When the shadows began to creep
O'er this soft rose petal,
Soon to wither and sleep.

For its mission was ended, This bit of lofty loveliness, transcended From the Creator's vast garden of roses Perfumes and reveals those ideals we seek.

System, the magazine of business, for June, has an interesting article on "The Star Salesman Tackles a New Field." It is a business fiction story in the toilet preparations industry written around an idea that might occur to merchants studying distribution problems.

The Bridgeport Rolling Mills, Inc., Bridgeport, Conn., calls attention to its facilities for manufacturing vanity cases, in its announcement on advertising page 114. George D. Stearns is vice-president and general manager of the company, Walter A. Miller is superintendent of the vanity case department, and Frank Matthews is in charge of the tool department.

While the *Leviathan* was in dry dock at Boston, recently, more than 300 manicurists, wrinkle experts, hair dressers, pedicurists and other types of exterior decorators applied for employment aboard the ship. James E. Prentis, general manager of the United States lines, thought the applications were the result of rumors that only millionaires travel by the *Leviathan*. He said that the vessel carries only four official manicurists, three hair dressers and has no billets for wrinkle ironers or foot specialists.

George M. Armour, of McCormick & Co., Baltimore, was elected third national vice-president of the Travelers' Protective Association at the recent annual meeting of the organization in Grand Rapids, Mich.

The DuBois Soap Co., Cincinnati, Ohio, has taken over a two years' lease of the premises, good-will, trade-marks and equipment of the American Soap Co., with a privilege of purchasing the same for \$15,000. Heavy soap, grit or powder and a floating soap will be manufactured by the DuBois company.

Some business troubles since our last report:

James Bros. Drug Co., 172 Fifth avenue, New York; Louis J. Cohen appointed receiver, bond fixed at \$10,000.

Dainty Form Co., Inc., dealer in fat reducing cream, Is West 34th street, New York; involuntary bankruptcy on Hazel Atlas Glass Co. claim of \$634; liabilities not stated; assets about \$2,500; Morris Israel appointed receiver under bond for \$1,000.

Importers' Exchange, Inc., dealing in perfume package, 220 Fifth avenue, New York; assigned to Norman Hande; Isidore Simon is president of the corporation.

Stevens' Zodiphrent Products, Inc., manufacturing soan 160 John street, Brooklyn, N. Y.; filed bankruptcy petition; liabilities, \$640.

Lange Soap Co., San Antonio, Texas; creditors for \$17,000 filed involuntary bankruptcy petition.

Kal-Pheno Chemical Co., of Philadelphia, is conducting a newspaper advertising campaign for its. Kal-Pheno took paste. This product has been on the market for about eleven years.

C. W. McGee, formerly vice-president, has been elected president of the Chesebrough Mfg. Co. (Consolidated) Inc, "Vaseline" preparations, New York, succeeding O. N. Cammann, retired.

Bird S. Coler, Commissioner of Public Welfare, has sent a letter to the Verdina Co., 16 East Thirteenth street, dealer in soap, perfumes and novelties, asking it to give up attempting to stimulate its sales by advertising that part of in profits will be distributed to charity. This company, according to Coler, issued a four-page folder containing on the front page the picture of a ragged woman with a baby in her arms and the inscription, "Your purchase is your help. Every purchase brings happiness. Won't you do your share?" The Commissioner said that this company during the four months of its existence had contributed \$96 to two charities, the United Charity Institution of Jerusalem and the Charity Organization Society. Commissioner Coler said: "This combination of charity and commercialism is contrary to my idea of business principles. Therefore, I cannot see my way clear to issue the necessary permit."

S. H. Schreiber, president of the Verdina Co., said that 5 per cent. of the company's sales or 15 per cent. of its profits had been contributed to charity and showed checks for \$166 to prove his assertion.

Le Palais des Parsums de France has been opened in the Bienville Hotel, New Orleans, by M. Zilberman, who returned there recently from Paris. Mr. Zilberman announces that he has been appointed the sole American representative of the Soap du Congo-Victor Vassier. He will look after the wholesale distribution, while his son, Rene Zilberman, will supervise the New Orleans enterprise.

John Allen, J. D. Bennett, Ray Griswold, of Brawley, and John Rice, of El Centro, California, who hold claims for 160 acres of land near Brawley, intend to work a deposit on the property which they believe can be utilized as a substitute for soap. Analyses of the substance have varied, but some of it has been used in garages and laundries in Brawley for cleansing purposes.

Nation (Corp. Rainmon s

JUN

M. Stostreet. Will City, I (Attor Knice

Savtooth commo H. Cl York.

York.)
Gede
York
Land
York.)
Sent

Pipenl

Mass.
Utic
\$25,000
S. J.
Vall
manuf:
Pa.; I
East M

facture

Ans

\$10,000

ward torney, H. & \$10,000 Edwar Rathje Merc N. J.,

Toma
Uno
shares
P. Boy
Fift!
York (
(Attor

D'A \$10,000 M. Se LaSall

Your journal lears.

F

York:

eam, 15

ptcy on

stated-

r under

ckages

Handel

g soap,

etition:

ors for

acting a

o tooth

r about

elected

d) Inc.

V. Cam-

nas sent

, dealer

attemot-

of its

accord-

on the

baby in

ur help.

lo your

during

to two

em and

r Coler

alism is

efore, l nit."

aid that

of its

checks

opened

berman,

berman

Ameri-

-Victor

ibution,

e New

Brawley,

d claims

work a

can be

he sub-

used in

irposes.

000.

NEW INCORPORATIONS

National School of Cosmeticians, \$500,000, W. H. O'Toole, F. S. Kilbourne, V. A. Houska, Lacrosse, Wis. (Corporation Trust Co. of Delaware.)

Raimonde Parfumeur, Brooklyn, N. Y., 100 shares common stock, no par value; R. N. Lockwood, C. D. Wolfson, M. Stockman. (Attorney, E. Van Dernoot, 51 Chambers street.)

Wilfred Laboratories, Manhatton Borough, New York Gty, beauty culture, \$50,000; S. M. Ostroff, I. Koffman. (Attorney, L. Ferkin, 25 West 43d street, New York.)

Knickerbocker Laboratories, Brooklyn, N. Y., make toilet articles, \$5,000; C. Lentino, A. Giordana, M. Pascale. (Atomey, F. M. Verrilli, 35 Nassau street, New York.)

Say-O-Dent Co., Manhattan Borough, New York City, tooth paste, 1,000 shares preferred stock, \$100 each; 3,000 common, no par value; M. Schlesinger, A. S. Lauferty, H. H. Clark. (Attorney, A. Tulin, 27 William street, New York.)

Gedeon Richter Laboratories, Manhattan Borough, New York City, make drugs and perfumes, \$20,000; B. Spiegel, Land M. Alles. (Attorney, S. Honig, 799 Broadway, New York.)

Sentry Products Co., Boston, Mass., \$100,000, manufacture chemicals, disinfectants and other specialties, Charles Pipenbrink, Charles H. Thorne, 49 Edgemere road, Quincy, Mass.

Utica High Class Perfumes & Toilet Waters, Utica, N. Y., 25,000, E. J. Asselta, F. Gambino, G. Collonna. (Attorney, S. I. Capacelatro.)

Valley Laboratories, organized in Delaware, \$250,000, manufacture toilet articles, M. T. Douglas, Wilmerding, Pa.; Louis G. Schwartz, Turtle Creek, Pa.; M. P. Jacobs, East McKeesport, Pa. (Colonial Charter Co.)

Mystical Chemical Co., Wilmington, Del., \$250,000, manufacture cleansing compounds. (Colonial Charter Co.)

Australian Laboratories, 172 West North street, Chicago, \$10,000, manufacture chemicals, medicines and perfume, Edward Park, Edward Fleming, John C. Longbehn. (Atomey, Julius Savitk, 127 North Dearborn street.)

H. & H. Chemical Co., 1543 Clybourn avenue, Chicago, \$10,000, manufacture and deal in perfumes and toilet articles, Edward C. Heuer, Alvin H. Heuer, Joseph Hill. (Attorneys, Rathje & Connor, 11 South La Salle street.)

Mercer Perfume Mfg. Co., 150 East State street, Trenton, N. J., \$25,000, Benjamin Konvitz, James Catena, Leopold De Toma and John Cutille.

Uno Cosmetics, Inc., 158 Thirteenth street, Hoboken, N. J., shares of no par value, Paul Wyttenbach, Brooklyn, Alfred P. Boyce, Hoboken; Hartley L. Anderson, Brooklyn.

Fifth Avenue Perfume Co., Manhattan Borough, New York City, \$10,000; L. E. Sherman, E. Spector, D. Drescher. (Attorney, R. Aberman, 51 Chambers St.)

D'Arly Inc., 3323 South Michigan avenue, Chicago, \$10,000; toilet preparations; E. S. Waprin, Al. Seidel and M. Seidel. (Correspondent, Frank G. Marshall, 10 South LaSalle street.)

Finds "American Perfumer" Most Interesting

M. S. Hoechstetter, Ph. G., Manufacturing Pharmacist, 4100 Main Street, Pittsburgh, Pa.

Your magazine is to my mind the most interesting of all journals of that type which I have subscribed to in 20 years.

IN MEMORIAM FOR DEPARTED FRIENDS

Вавсоск, Alfred P., perfumery manufacturer, New York City, June, 1903.

Bettesworth, A. E. A., Montreal manager of W. J. Bush & Co., Montreal, Canada, June, 1920.

Brown, David Seymour, founder Brown Soap Co., New York City, June, 1913.

CLARK, LOUIS BRENT, retired secretary of Magic Soap Co., New Orleans, La., June, 1912.

COFFIN, STURGIS, Ladd & Coffin, New York, June, 1907. EAVENSON, ALBERT TAYLOR, J. Eavenson & Sons, Camden, N. J., June, 1910.

FINNIE, JAMES P., founder and general manager Oliver-Finnie Co., extracts, etc., June, 1912.

HOPKINS, FERDINAND T., SR., of F. T. Hopkins & Son, toilet preparations, New York, June, 1920.

Isakovics, Alois von, proprietor of the Synfleur Scientific Laboratories, Monticello, N. Y., June, 1917.

KATZENSTEIN, S., Star Extract Works, New York, June, 1913

METZGER, CHARLES F., Metzger Scentcraft Co., New York, June. 1911.

MICHAELS, HENRY, president of Langley & Michaels Co., San Francisco, June, 1920.

PLAUT, ALBERT, of Lehn & Fink, New York, June, 1915. SANDERSON, C. A., soaps, Danielson, Conn., June, 1912.

SCHENKEL, HENRY, SOAPS, St. LOUIS, June, 1921.

SCHLEINER, ALEXANDER, SOAPS, Brooklyn, June, 1911.

SCHLOTTERBECK, JULIUS O., dean of College of Phar-

macy, University of Michigan, June, 1917.

WILLIAMS, D. W., of J. B. Williams Co., June, 1909.

Obituary Notes

Dr. E. Bostick, American Synthetic Co., 1438 North Felton street, Philadelphia, Pa., died on April 6, according to a recent announcement.

James Hartley Gordon, secretary-treasurer of the Sherwin-Williams Co., Ltd., Montreal, Canada, died in a Montreal hospital, May 14, following an operation.

Dr. C. I. Shoop, founder of the Shoop Medicine Co., Racine, Wis., died May 11 at the California-Lutheran Hospital, Los Angeles. Dr. and Mrs. Shoop have been spending their winters in Los Angeles for the last ten years. Dr. Shoop was born at Belfast, N. Y., 74 years ago.

Charles W. Van Court

Charles W. Van Court, for 34 years associated with the old New York firm of Lazell, Dalley & Co., perfumers, (prior to its change to Lazell, Perfumer), died May 25 at his winter home in St. Petersburg, Florida. He was in his 80th year and for more than 70 years had lived in Mount Vernon, N. Y., of which city his father was one of the founders. Mr. Van Court served in the Civil War and was commander of Farnsworth Post, G. A. R. He is survived by his wife, Mary C. Van Court, one son and two daughters. Interment was in Woodlawn Cemetery.

Mrs. Martha K. Watkins

Mrs. Martha K. Watkins, widow of J. R. Watkins, founder of the J. R. Watkins Co., died at her residence in Winona, Minn., on June 9 after an illness of several months. She was born at Wheeling, W. Va., in 1857; and leaves a daughter, Mrs. Durand C. Alexander, and three sons, Ernest L. King, of Winona; C. LeRoy King, of Montclair, N. J.,

and C. Curtis King, of Memphis. She is also survived by a sister, Miss Emma Saltsman, of Los Angeles.

Mrs. Watkins was a member of the Central Methodist Church and was affiliated with the Daughters of the American Revolution. She had a wide circle of friends, and will be long remembered for her charitable work. The Watkins factories and the principal banks of Winona closed during the afternoon of the funeral.

BOOK REVIEWS

CUSTOM HOUSE GUIDE, Edition of 1924, published by the Custom House Guide, Brokers' Room, Custom House, New York, N. Y.; price \$5, postpaid.

This valuable reference manual, issued annually since 1862, consists of more than 1,475 pages of information about the American customs service, with 1924 tariff duties, maps of New York and other ports, other illustrations and complete indexes. A service department is maintained for supplying free information to subscribers. Reviews also are given of the principal customs ports of Canada and Mexico, There is a classified business directory of warehousemen, customs brokers, exporters, importers, steamship lines, railroads, etc. Its value to merchants and other shippers has caused it to be accepted as a standard publication,

FATS: NATURAL AND SYNTHETIC, by W. W. Myddleton and T. Hedley Barry. 182 pages; cloth. Van Nostrand Co., New York. Price, \$6.50.

This book is rather unfortunate in two respects, its size and title. Its pages are 71/2 x 10 in., which makes it cumbersome to handle; its title is misleading in that the authors limit the term "synthetic fats" practically entirely to hydrogenated fats. Then, too, the price asked seems to be quite out of proportion to the size of the work and the information contained therein when compared to books of a similar

Of the twelve chapters into which the book is divided a good deal of the information is that usually found in texts on fats and oils. The chemical nature of oils, fats and waxes, their methods of analysis, extraction and purification, fat cleavage methods, soap manufacture, the candle industry, edible fats and the properties of the fatty acids are discussed in the usual standardized method. About four pages are devoted to truly synthetic fats in a very general way. The portion describing the hydrogenation of fats and their examination and use is covered in the usual way. The authors have, however, given a large number of tables and explanatory graphs which are of much value to the specialist in oils and fats.

The book is well bound; beautifully printed on costly paper; the illustrations are plentiful and clear. As a work for the general student of oils and fats the book does not recommend itself, but as a reference to the specialist in oils and fats the book will be valuable and interesting.

E. G. T.

"BLOC-ADDRESSES," Parfumerie, Fine Savonnerie, Coiffure and Articles de Toilette, 1924, published by E. Chabanier, Editor, 41 Rue Vivienne, Paris; price, 20 francs in Postal Union countries.

This directory of 477 pages is the sixth annual publication under the same auspices and includes manufacturers of materials for perfumers and soapmakers, as well as others indicated in the title, listed in France, Belgium, Italy, Spain,

Portugal, Holland, Switzerland, Germany, Great Britain, the United States, and other countries. Lists are given of importing and exporting firms and of houses that do a general clearing business.

NEW PUBLICATIONS, PRICE LISTS, ETC.

GEORGE LUEDERS & Co., 427 Washington street, New York City, June wholesale price-list, containing 16 pages, has been received. In it are listed the essential oils, vanilla beans and other products handled by the company, as well as the synthetics of L. Givaudan & Co., for whom the company is sole United States agent, and the natural essences and raw materials manufactured by the Fabrique de la Sabrane, Grasse, France, for which the company is also American agent. The market reports regarding flower crops, essentiai oils and vanilla beans as usual are interesting. A copy of the list may be had by writing to the company at the above address.

STANLEY MANUFACTURING Co., Dayton, Ohio, announces in a circular to the trade that the Stanley Art-Metal Decorated line of birthday cards has sold so well and that it has received so many favorable unsolicited letters from dealers who have sold the birthday card line telling how well they were selling, that it decided this year to further extend its lines by getting out a series of cards for Mother's Day, Easter, Valentine and a few general numbers.

FRIES & FRIES Co., Cincinnati, Ohio, in a circular to the trade calls particular attention to the firm's Ylang Ylang Synthetic R205 and offers to send samples to consumers who are interested.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., 124 West 19th street, New York, American representative-We have received the May wholesale prices current of essential oils, and Allen specialties for perfumers, together with the customary market report, which covers the situation in a satisfactory manner. Powdered drugs for perfumery and flavoring uses are quoted.

H. W. Eddy, "The Bond Man," 506 Olive street, St. Louis, Mo., sends us the new alcohol Regulations 60, bound in permanent shape in cloth. It is a most convenient way of keeping the new rules in accessible form. Extra copies may be had from Mr. Eddy for 75 cents each.

Mr. Eddy also favors us with a reprint of an editorial in the N. A. R. D. Journal on "Government and Business," which he has mailed to many of the large firms that use industrial alcohol. It sets forth the business man's right and duty to himself and to the trade to voice his opinions to Congressmen and other legislators elected to enact laws affecting the industries. It is a strong presentation of an important subject and Mr. Eddy will be glad to send copies to all who have not read it.

Causes of Non-Production," by Albert J. Sterling of the Karl Kiefer Machine Co., Cincinnati, Ohio, is an extremely timely booklet which treats the general subject in hese groups: 1, Politics; 2, The Cry for Automatic Methods; 3, Improper Efficiency; 4, Wrong Sources of Information; 5, Insufficient Use of Statistical Data; 6, Variance of Races and Creeds; 7, Unbalanced Development. Mr. Sterling sets forth numerous facts regarding practical conditions and writes interestingly on the upbuilding of business institutions along the lines of communities. He declares that "the business family certainly has a better chance under the

(Continued on Page 220)

1924 ain, the

of im.

general

TC.

N York

es, has

vanilla

as well

om the

iral es-

abrique

pany is

flower

e inter-

to the

nounces

1 Deco-

that it

s from

ng how

further

Iother's

to the

Ylang

ers who

Ungerer

repre-

ces cur-

fumers,

covers

rugs for

Louis,

ound in

way of

ies may

torial in

isiness,"

that use

's right

opinions

act laws

n of an

d copies

cling, of

an ex-

bject in

[ethods:

mation;

f Races

ling sets

ons and

institu-

hat "the

der the

MONTREAL

Montreal, Que., June 17.—Hon. Henry Miles, M. L. C., of The Leeming Miles Co., Ltd., Montreal, manufacturers and dealers in perfumes and chemical products, was elected, jointly with W. J. Fraser, of Northrop & Lyman Co., Ltd., Toronto, honorary president of the Proprietary Articles Trade Association of Canada, at the annual meeting of that association held in Montreal in the last days of May.

Other officers elected at the meeting were: President, L. G. Ryan, Wingate Chemical Co., Ltd., Montreal; first vice-president, T. E. Milburn, Milburn Co., Ltd., Toronto; secretary-treasurer, John Donaghy, Leeming Miles Co., Ltd., Montreal; board of control, chairman, H. Lawrence Davis, Davis & Lawrence Co., Montreal, J. W. McKee, Dodds Medicine Co., Ltd., Toronto, Henri Lanctot, Reugier Freres, Inc., Montreal, E. A. Mackenzie, G. T. Fulford Co., Brockville, Ont., F. J. Andrews, Emerson Drug Co., Toronto, F. K. Blair, Centaur Company, Montreal.

Guests of honor included F. A. Blair, president, and H. B. Thompson, general counsel, of the American association.

Nathaniel Wheeler, the Ottawa manager of Lyman's Ltd., died in his seventy-sixth year, toward the end of May last, in the Ottawa Hospital. Mr. Wheeler had been with Lyman's Ltd. for upwards of forty-seven years, and was manager of the Ottawa branch for eighteen years. Besides his widow, he leaves one daughter, Mrs. F. J. Greene, California, and a sister, Mrs. A. B. Munson, of Morrisville.

A judgment recently issued by Justice P. Domers in the Superior Court of Montreal, ordered the Montreal firm of J. A. Marceau, Ltd., to cease offering for sale a brand of face powder under the name of "Rouge Brunette Marceau Paris," because under that name it might be mistaken for the product of the Maison Dorin, of Paris.

The last named house had taken action against the Marceau firm asking for a restraining order, and also for damages, claiming that the competition was unfair. The court found in favor of the Paris firm, and issued the order in question.

The court also ordered the payment of \$567.27 to the Maison Dorin as damages for unfair competition, and forbade the local firm to use the word "Paris" on its containers as an ostensible indication of the place where the contents were manufactured.

W. M. Shepherd, Montreal representative for Colgate's Ltd., and the introducer into Canada of that firm's products, has gone to Europe for a trip.

Mr. Shepherd was recently elected to the presidency of the Montreal Land and Investment Co., a well known Montreal financial corporation.

FIVE PER CENT CUSTOMS DISCOUNT AGAIN ALLOWED.— The 5 per cent discount on shipments which had been allowed deductions for customs purposes prior to April 15 has been restored by Customs Circular No. 336-C, issued at Ottawa on May 7, 1924. The regulation of April 8, prohibiting this discount, has been canceled.

(The report of Patents Granted and Trade Marks Registered in the last month appears on page 226).

TORONTO

Toronto, June 17.—There has been a considerable falling off in the volume of perfumery business done during the first five months of 1924 as compared with that of the same period of 1923. There are several factors that might be cited to account for this. Chief among them is a general depression of trade that has affected the whole Dominion since the autumn of 1923, and is still being experienced. It is something at least to know that the present depression is not peculiar to any one industry, but is an unfortunate condition in which all industries seem to share alike.

Wholesale perfumery men claim a slowness in the retail trade, while the retail men pass it on to the consumer. It is with the consumer of course in the last analysis that the whole matter rests. "It seems to me that what is needed more than anything else in the perfumery business in Canada is a well planned campaign of education," your correspondent was told, "There is probably more room for a comprehensive scheme of education to teach men and women the normal legitimate use of perfumes and soaps than for any other line of business known to me."

When the Canadian Perfumers' Association meets this month in the town of Perth, Ontario, it is likely that one of the questions to come up for discussion will be that of price fixing. That this question has been causing some trouble of late is the view of one of the largest manufacturers in the city. "The time is surely coming," he said, "when the perfumers of the city will have to formulate some definite stand on the question and adhere to it, even if it is necessary to sacrifice for a time a decrease in sales." Whether the Association will define a definite policy at its meeting this month remains to be seen.

Complete figures on the perfume and soap industry down to the end of 1922 have just been supplied to your correspondent from the Bureau of Statistics at Ottawa, which, taken with the tentative estimate published in the last issue of The American Perfumer, give an excellent indication of the state of the industry at the present time and show the possibilities latent in it for growing expansion.

During the year that has just passed there was only an increase of one in the number of soap making plants in the Dominion. The plants are located as follows: 16 in Ontario, 8 in Quebec, 3 in Manitoba, 2 in Alberta, 2 in British Columbia and 1 in New Brunswick. During 1922 the imports of soaps, perfumery, cosmetics and toilet preparations amounted to \$2,042,787, more than \$1,250,000 of which was spent for products manufactured in the United States.

For the manufacturing of perfumery three additional plants were put into operation during 1922, making at that time a total of 23 concerns, 12 of which were located in Ontario, 9 in Quebec and 2 in Manitoba.

One of the finest exhibits of perfumery ever seen in the city will be on view at the coming Canadian National Exhibition. All the space set aside for this branch of industry has been taken and firms here are preparing one of the most attractive departments that the "X" has yet known.

NEW PUBLICATIONS, PRICE LISTS, ETC.

(Continued from Page 218)

average law of Nature to become a more successful unit than the 'blood' family." and sets forth the reasons, which can be read profitably by most employers and many employees. The booklet is an important contribution to the cause of advancing the mental and material conditions of both classes and should be circulated extensively.

"A VISIT TO HOLLAND," being a description of the raw perfume materials factories of Polak & Schwarz, Ltd., at Zaandam and Hilversum, Holland, is a handsome 12-page illustrated pamphlet which is very interesting. The author is Archibald C. Merrin, editor of the Perfumery & Essential Oil Record, London.

ELCAYA & Co., INC., Long Island City, N. Y., has issued a neatly printed announcement to the trade regarding the change in ownership reported in our April issue.

H. EUZIERE & Co., France, E. M. Laning Co., of New York, American agents, are sending out souvenir post cards illustrating their works.

ALSOP ENGINEERING Co., 47 West 63rd street, New York City, is sending out leaflets describing "hyspeed" liquid mixer with "push-pull" propellers. Electric portable pumps and the "vaccu"-bottle filler are also described.

CLARENCE MORGAN & Co., 355 West Ontario street, Chicago, has issued their monthly price list for June.

Who's Who Green Book, 1924 edition, has been received. It is a directory of more than 600 pages of firms engaged in the oil, chemical and allied industries, being classified by the products dealt in. Part 2 covers apparatus and machinery. Copies are free to subscribers of the Oil, Paint and Drug Reporter, 100 William street, New York. Others desiring the Green Book can obtain it for \$2.50.

FINLAND AS A FIELD FOR TOILET ARTICLES

Consul Leslie A. Davis, Helsingfors, has sent the following concerning the market for toilet articles in Finland:

"The use of all kinds of toilet preparations is quite general in Finland although it is chiefly confined to the cities, the population of which amounts to about 15 per cent of the total population of the country. It is estimated that from 20 to 25 per cent of the country's requirements is of domestic manufacture. No preference is shown on account of the country of origin, but French preparations are considered of the best quality. American toilet products are little known, although shaving soap and cream, and tooth pastes have a good reputation but are in general appreciably higher in price than the domestic or European brands. This is due to the rate of exchange and also to the long distance from the United States adding considerably to the cost.

"It should also be noted that according to the provisions of the French-Finnish commercial treaty of July 13,1921, France was accorded preferential duties for toilet preparations. Since foreign toilet articles are generally considered superior to the domestic goods it would appear to be advisable to have the labels on the immediate containers printed in the English language as labels printed in the domestic languages (Swedish or Finnish) would be misleading, in that they would make the products appear as of domestic origin."

HOW TO TRAP A CATALOGUE

The passion of the Far West for mail order catalogues has been notorious for years, says the New York Herald, It used to be said that a ranchman could go into winter quarters equipped with a barrel of salt pork and a volume of Sears-Roebuck and be sure of physical and mental sustenance until the grass showed above the snow in spring. Meanwhile he would hesitate between "987654-B: selfacting, double strength, light green wall paper with blue roses," and "456789-Q: full nickel, highly polished, non-skid hair cutting machine." Often he would order something, even if he did not need it, out of gratitude for the winter's reading.

The neighborhood of Missoula, Montana, seems to have had the old Western appetite for the two pound Be Sure to Order by Number book. It is a prosperous region, what with its fruit, lumber and mining industries. But the Missoula Chamber of Commerce has 750 members. To a local merchant a mail order catalogue is anathema and then some. The storekeepers of Missoula, according to the Federal Trade Commission, proceeded to collect and burn hundreds of mail order catalogues.

The natural question is, How did they get them to burn? You cannot enter the castle of a Montanan and take his anil order catalogue from him by force of arms. He will resist. You cannot buy it from him; he will suspect the purchaser of some fell intent. We shall let the Federa! Trade Commission tell of the guile exercised by the merchants of Missoula in separating the countryside from its beloved catalogues:

"The plan, as set out in the complaint, for the collection of the catalogues is as follows: The respondents advertised that mail order catalogues would be accepted by the respondent (motion picture) theatre company in lieu of the usual price of admission and that cash prizes would be awarded to those presenting the oldest catalogues, most used, and the newest catalogues. As a result, the complainant states, there were presented and accepted hundreds of mail order catalogues which had been sent by mail order houses to customers and prospective customers in Missoula, Montana, territory. These were burned by respondents, it is alleged."

The outcome of the trapping and burning of the catalogues was that a complaint of unfair competition was 'odged with the Federal Trade Commission against the Aissoula Chamber of Commerce and the Northwest Theatres Company. The complaint alleges that the practice of collecting and destroying mail order catalogues is unfair and that "such practice unreasonably burdens commerce." The Commission has given the Missoula merchants thirty days in which to answer.

The merchants of Missoula, or at least the inventor of the scheme for corralling the catalogues, must come of good old Connecticut stock.

NO LITTLE JOB TO HOLD FRIENDS

"When I do not understand the speech or the silence of my friends, it is my plan to wait a day or two," says Van Amburgh in the Silent Partner.

"In private, I talk plainly to my friends; but in public, I always pronounce them right.

"It is never my plan to be inquisitive about the personal affairs of my friends, nor do I tell them much of my own personal affairs. This plan saves their contempt and insures my composure.

"Almost anyone can acquire friends, but it's no little job to hold them."

Even as a Rudderless Ship

(From Edwin T. Booth, Newark, N. J.)

I would feel like a ship without a rudder unless I had THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW. Please send invoice to me.

gues

rald, nter ume

susing.

self-

blue

skid

ing.

er's

ave ure

hat

the

o a

and

to

and

rn?

his He

pect

era!

ner-

its

ion

sed

re-

be

ost

m-

eds

nail

in

re-

ta-

vas

the heice air rty of bod

ice ays lic,

nal wn

res

ob

ad

NOBE

HIGH-BROWN

184.679

Beauti-Craft

NIKYLLA

MADDUKA

194.805

(WV)

NO-

WATER

SOAP

Tackson

NOTOX

195,690

LA-BAY'S

TRADE-MARKS AND PATENTS



SOAP POWDER

LAUGHING WAX

PANZARETA)

BEATRICE

BLUE PIOON

Home Town

MOORE'S

SKIN-GLO

CREAM

186.687

000

TILTIL ?

LE PRÉFÉRÉ

FRITZSCHE BROTHERS

193.586

MELINA

TUTTIRUM"

Sourire de France

BERRY'S

Everoff 175:116

Puritine . 184.700

Nu-Bu-Ty

CRINOFRICTO

PARAMOUNT SHOTHA-LINE

Annondale

HAIR TONIC

Selboral

UNCLE WIGGILY

193,013

Curadent Tellurities no Spinitules 193, 9 d. 9

LUMCO TIEN JO-VEX JEANETTE

DANDERID



BASSINET 185,581

185.925 GLOVE COMPACT

FILMOFF

ADHERST

Eyedew PAY DAY

Komplex

193.065

AN-R-K[

193,208

GOLDEN RULE

LUCKY CLOVER

CELCO

194,080

194,548

Eyrlenes

PASTEL

Belean Reales JE X (esmatene, 179.530

Paramount ALCOLOTION Carmen BEFOR Betty June

Coffret de ma Poupée

DERMIDEAL 194.397

REVERIE

COMPRESSION OFFICE OF MISSION BELL ATLANCO



SPIRITUELLE



P1. 694 385



191218 SUN-MAID

Sottin Senter









Starding

196,006

OAN

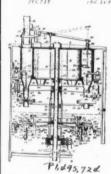
CUETTA'S











P1,496.774



P1,495,165



P1.495,978



P1,495,800 D64,790 P1,497,67







D64,659

P1.495,324







P1.297.414

NOTE TO READERS

This department is conducted under the general supervision of a very competent patent and trade-mark attorney. This report of patents, trade-marks, designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-

D. C. We include everything relating to the four coordinate branches of the essential oil industry, viz.; Perfumes, Soap, Flavoring Extracts and Toilet Preparations. Of the trade-marks listed, those whose numbers are preceded by the letter "M" have been granted registration under the Act of March 19, 1920. The remainder are those applied for under the Act of February 20, 1905, and which have been passed to publication.

Inventions Patented are designated by the letter "P. Designs Patented are designated by the letter "D." All inquiries relating to patents, trade-marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE-MARK DEPT. Perfumer Pub. Co. 14 Cliff St., New York

TRADE-MARK REGISTRATIONS APPLIED FOR

(Act of Feb. 20, 1905)

160,362.—Joseph C. Phillips, doing business as Phillips Manufacturing Co., Philadelphia, Pa. (Filed Mar. 8, 1922. Used since December, 1918.)—Cocoa-Butter Cream, Lemon Cream, Cold Cream, Mentholated Cream, Vanishing Cream, Palling Cream, Vanishing Cream, Rolling Cream for Massage by Hand, Toilet Water, Bandoline, Bay Rum, Pomade in the Form of a Jelly for the Treatment of the Hair, Witch Hazel, Talcum Powder, Shampoo, and Antiseptic Lotion.

163,988.—William H. Johnson, New York, N. Y., assignor

163,988.—William H. Johnson, New York, N. Y., assignor to The Tin Decorating Company of Baltimore, Baltimore, Md., a Corporation of New Jersey. (Filed May 17, 1922. Used since May 13, 1922.)—Face Powders, Face Creams, Perfumes, Toilet Waters, Rouges, Hair Tonics, Eye Tonics, Skin Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, Sachet Powders, Dandard Polishes, Dandard Polishes, Deodorizing Preparations, Dandard Polishes, Deodorizing Preparations, Dandard Polishes, Dandard Polishes, Deodorizing Preparations, Dandard Polishes, D

druff Remedies, Antiseptics and Disinfectants.
166,119.—Winston, Harper, Fisher Co., Minneapolis,
Minn. (Filed June 26, 1922. Used since Jan. 1, 1900.)—

Flavoring Extracts for Food Purposes.

171,053.—World's Dispensary Medical Associations, Buffalo, N. Y. (Filed Oct. 21, 1922. Used since Feb. 23, falo, N. Y. Skin Cream.

171,361.—B. Heller & Co., Chicago, Ill. (Filed Oct. 30, 1922. Used since 1911.)—Washing Powder and Cleansing Preparation.

173,388, 173,389.—Allen-Rethemeyer Co., St. Louis, Mo. Filed Dec. 16, 1923. Used since September, 1913.)— (Filed Dec. 16, 1923. Used since September, 1913.)— Flavoring Extracts. __175,452.—Maurice Abraham, doing business as Sam Willer

Human Hair Goods Co., Shreveport, La. (Filed Feb. 3,

Human Hair Goods Co., Shreveport, La. (Filed Feb. 3, 1923. Used since July, 1921.)—Hair Grower or Tonic. 175,716.—George S. Bates, doing business as Ever-Off Manufacturing Co., Los Angeles, Cal. (Filed Feb. 8, 1923. Used since Jan. 3, 1923.)—Depilatories. 176,089.—Nudru Co., Bayonne, N. J. (Filed Feb. 15, 1923. Used since Feb. 1, 1922.)—Vanishing Cream, Cuticle Cream, Face Powder, Toilet Lotions for the Face and Hands, Preparations for the Hair, Shampoo Preparations, and Perfumes. and Perfumes

176,116.—Fioret, Inc., New York, N. Y. (Filed Feb. 16, 123. Used since Mar. 2, 1920.)—Perfumes, Toilet Waters, and Face Powders.

and Face Powders.

178,143.—Societe Anonyme Parfumerie Violet, Paris, France, assignor to Veolay Perfumery Corp., a corporation of Delaware. (Filed Mar. 27, 1923. Used since 1915.)—Perfumes, Toilet Waters, Face Powder, Talcum Powders, Sachet Powders, Rouge, and Brilliantine.

178,476.—Thomas W. Smith, doing business as The Annondale Co., St. Paul, Minn. (Filed Apr. 2, 1923. Used since Dec. 4 1922.)—Powder-Puff Containers.

since Dec. 4, 1922.)—Powder-Puff Containers.

since Dec. 4, 1922.)—Powder-Puff Containers.
179,530.—The Ginter Co., Boston, Mass. (Filed Apr. 23, 1923. Used since July 5, 1899.)—Vanilla Extract for Food Purposes, Lemon Extract for Food Purposes, 180,098, 180,108, 180,109.—Coty, Inc., Wilmington, Del., and New York, N. Y. (Filed May 3, 1923. Used since Apr. 1922.)—Toilet Soaps.

180,329.—Deecy Products Co., Cambridge, Mass. (Filed May 8, 1923. Used since Feb. 7, 1923.)—Soap.

180,811.-A. M. Ribas, Sagua la Grande, Cuba. May 18, 1923. Used since Mar, 13, 1923.) - Mechanic's

182,269.—San Joaquin Grocery Co., Fresno, Calif. (Filed June 20, 1923. Used since Jan. 16, 1916.)—Food-Flavoring

182,272.—Smith-Jackson Co., Newcastle, Ind. (Filed June 20, 1923. Used since Jan. 1, 1920.)—Lemon Flavoring Extract for Food.

183,957.—Ella Rose Coyne, doing business as Ucazone Laboratories, Cleveland, Ohio. (Filed Aug. 2, 1923. Used since Nov. 15, 1922.)—Preparations for Dandruff, a Hair Tonic.

184,679.—Anthony Overton, doing business as the Overton-Hygienic Mfg. Co., Chicago, Ill. (Filed Aug. 18, 1923. Used since Apr. 15, 1905.)—Face Powders, Talcum Powders, Face Creams, Lotions, Hair Tonics, Hair Oils, Hair Pomades, Lip Sticks, Rouge, Temple Oil, Hair-Straightening Oil, Hair Grower, Perfume, Tetter Salve, Massage Cream, Tooth Paste, Face Bleach, Bleach Ointment, Brilliantine, Toilet Water, Cold Cream, and Cold Cream in Cake Form, Coconut-Oil Shampoo, Nail Polishes, Saponified Coconut-Oil Shampoo, fied Coconut-Oil Shampoo.

184,780.—J. I. Holcomb Mfg. Co., Indianapolis, Ind. (Filed Aug. 20, 1923. Used since 1921.)—Cleansing Pow-

184,782.—Garrett E. Bacorn, doing business as the Moore Skin-Glo Co., Elmira, N. Y. (Filed Aug. 21, 1923. Used since Feb. 24, 1923.)—Skin and Complexion Cream.

186,108.—Gragin Products Co., Chicago, Ill. (Filed Sept. 24, 1923. Used since Aug. 28, 1923.)—Alcohol Preparation for External Use and Application.

186,567.—Paramount Laboratories, Binghamton, N. Y (Filed Oct. 4, 1923. Used since Sept. 17, 1917.)—Bay Rum 186,687.—James H. Berry, Bakersfield, Cal. (Filed Oct. 8, 1923. Used since Sept. 1, 1921.)—Soap Flakes, Soap and Washing Powders Washing Powders.

186,691.—John L. Bowers, doing business as John Lowers & Co., Toledo, Ohio. (Filed Oct. 8, 1923. Used Bowers & Co., Toledo, Ohio. (Filed Oct. 8, since Aug. 1, 1921.)—Skin Tonic and Lotion.

188,109, 188,110.—Elgin American Manufacturing Co., Elgin, Ill. (Filed Nov. 8, 1923. Used since Oct. 15, 1923.)—
Cosmetic Containers—viz., Powder Boxes, Rouge Boxes,
Vanity Cases, Perfume Vials, Lip Sticks and Eyebrow Pencils, the Same Being Made of Gold, Silver, Gold-Filled, and Silver-Plated Metal.

189,400.—Eugene H. Gingras, Hull, Quebec, Canada, assignor to Alphonse Couture & Co., Hull, Quebec, Canada, a Firm composed of Josaphat Couture and Achille Couture. (Filed Dec. 8, 1923. Used since Feb. 3, 1923.)—Face Pack. 189,767.—Edwin B. Douglas, Chicago, Ill. (Filed Dec. 17, 1923. Used since Oct. 1, 1923.)—Antiseptic Astringent and Deodorizing Solutions for the Mouth and Throat.

189,960.—Beauti-Craft Co., Chicago, Ill. (Filed Dec. 21, 1923. Used since January, 1923.)—Cold Cream, Vanishing Face Powder, Bath Powder.

190,481.—United Cutlery Co., Worcester, Mass. (Filed Jan. 5, 1924. Used since Apr. 2, 1919.)—Liquid Dandruff Remover and Liquid Toilet Water.
190,622.—Weeden & Kremp, Chicago, Ill. (Filed Jan. 9,

224. Used since Oct. 1, 1921.)—Hair Dresser or Tonic. 190,874.—George Francis Doran, doing business as Selboral Laboratories, Worcester, Mass. (Filed Jan. 16, 1924, Used since Jan 1, 1922.)—Preparations to Stimulate the Growth of Hair and to Remove Dandruff.

191,089.—William Plato, doing business as W. P. Plato Barber Tool and Supply Co., Philadelphia, Pa. (Filed Jan. 21, 1924. Used since Aug. 12, 1918.)—Tonic Which is Also a Hairdressing.

191,248.—Aktiebolaget Dentosal, Stockholm, Sweden. (Filed Jan. 25, 1924. Used since Sept. 4, 1919.)—Preparations for Conservation of the Teeth and Mouth, Comprising Tooth Powder, Tooth Pastes, and Gargles.

191,460.—George S. Abelson, doing business as Carmen Novelty Co., Chicago, Ill. (Filed Jan. 30, 1924. Used since Jan. 17, 1924.)—Vanity Cases Made of Silk and Rubber. 191,567.—Park & Tilford, New York, N. Y. (Filed Jan. 31, 1924. Used since May 21, 1921.)—Soap.

g e

3.

r

1e l-

n

d. V-

re

od

a-

Y

n ct. nd

ed

in, es.

ed,

da,

re.

17.

ind

21. ing

iled uff

nic. Sel-24. the lato Tan. Iso den.

ara-

sing

men ince

Jan.

191,833.—William King, Shalford, England. (Filed Feb. 1924. Used since Jan. 1, 1923.)—Massaging Stone for Use on the Skin.

192,035.—L. T. Piver, Inc., Wilmington, Del., and New York, N. Y. (Filed Feb. 8, 1924. Used since June, 1910.) —Perfume, Toilet Water, Face Powder, Talcum Powder, Lotion for the Skin and Hair, Rouge, Cold Creams, Sachet Powder, Compact Powder, and Eau Vegetal.

Powder, Compact Powder, and Eau Vegetal.

192,185.—George B. Lumpkin, doing business as Lumpkin Products Co., Kimball, Nebr. (Filed Feb. 12, 1924. Used since April, 1923.)—Hair Tonic and Shampoo.

192,355.—The Barbasol Co., Indianapolis, Ind. (Filed Feb. 16, 1924. Used since Sept., 1919.)—Pastelike Preparation for Shaving and Skin-Healing Purposes.
192,376.—Parisian Beauty Co., Pittsburgh, Pa. (Filed Feb. 16, 1924. Used since Aug. 1, 1923.)—Rouge, Rouge Lip Stick, Toilet Water, Cold Cream, Massage Cream, Vanishing Cream, Face-Powder Compacts, Talcum Powder, Face Powders, and Perfumes. Face Powders, and Perfumes.

Pace Fowders, and Fertunes.

192,772.—Lecaron Fils, doing business as Gelle Freres.

Paris, France. (Filed Feb. 25, 1924. Used since April 1909.)—Perfume, Toilet Water, Face Powder, Talcum Powder, Sachet Powder, Rouge, Brilliantine, Lotion for the Face and Hands, and Eau de Cologne.

192,854.—Anthony Overton, doing business as the Overton-Hygienic Mfg. Co. and also doing business as Overton-Hygienic Co. and The Overton-Hygienic Co., Chicago, Ill. (Filed Feb. 26, 1924. Used since May, 1905.)—Shaving Cream—Namely, Soap Cream—Shampoo Soap, Soap, and Toilet Soap.

193,013.—Fred A. Wish, Inc., New York, N. Y. (Filed Feb. 28, 1924. Used since Nov. 15, 1923.)—Talcum Powder. 193,065.—Paristyle Novelty Co., Inc., New York, N. Y. (Filed Feb. 29, 1924. Used since Jan. 2, 1924.)-Facial

Used since Jan. 28, 1924.)—Perfumes, Toilet Water, Face Powders, Talcum Powder, Face Creams, Rouges, Sachet Tonics, Scalp Ointments, Shampoos, Liquid Face Powders,

Tonics, Scalp Ointments, Shampoos, Liquid Face Powders, Nail Polishes, Nail Bleaches, Cuticle Salves, Hand Lotions, Deodorizers, Depilatories and Bath Salts.

193,099.—S. Glemby's Sons Co., Inc., New York, N. Y. (Filed Mar. 1, 1924. Used since Feb, 12, 1924.)—Cold Cream, Almond Cream, Massage Cream, Lettuce Cream, Whitening Cream, Vanishing Cream, Cuticle Cream, Face Powder, Rouge, Powder Compacts, Rouge Compacts, Rachelle Compacts, Coconut Shampoo, Tar Shampoo, Pine Shampoo, Henna Shampoo, Lip Stick, Eyebrow Pencils, Hair Tonic, Hair Remover, Liquid Dandruff Remover, Hair Whitening, Nail Powder, Liquid Nail Polish, Cuticle Remover, Manicure Oil, Rough-Skin Lotion, Hair Dye, Permover, Manicure Oil, Rough-Skin Lotion, Hair Dye, Permover, Manicure mover, Manicure Oil, Rough-Skin Lotion, Hair Dye, Per-fumes, and Toilet Waters.

193,102.—S. Glemby's Sons Co., Inc., New York, N. Y. (Filed Mar. 1, 1924. Used since Jan. 15, 1924.)—Cold ream, Almond Cream, Massage Cream, Lettuce Cream, Cream, Almond Cream, Massage Cream, Lettuce Cream, Whitening Cream, Vanishing Cream, Cuticle Cream, Face Powder, Rouge, Powder Compacts, Rouge Compacts, Rachelle Compacts, Coconut Shampoo, Tar Shampoo, Pine Shampoo, Henna Shampoo, Lip Stick, Eyebrow Pencil, Hair Tonic, Hair Remover, Liquid Dandruff Remover, Hair Whitening, Nail Powder, Liquid Nail Polish, Cuticle Remover, Manicure Oil, Rough-Skin Lotion, Hair Dye, Perfumes and Toilet Waters and Toilet Waters.

names, and Toilet Waters.

193,106.—S. Glemby's Sons Co., Inc., New York, N. Y.
(Filed Mar. 1, 1924. Used since Feb. 2, 1924.)—Cold
Cream, Almond Cream, Massage Cream, Lettuce Cream,
Whitening Cream, Vanishing Cream, Cuticle Cream, Face
Powder, Rouge, Powder Compacts, Rouge Compacts,
Rachelle Compacts, Coconut Shampoo, Tar Shampoo, Pine
Shampoo, Henna Shampoo, Lip Stick, Eyebrow Pencil, Hair
Tonic, Hair Remover, Liquid Dandruff Remover, Hair
Whitening, Nail Powder, Liquid Nail Polish, Cuticle Remover, Manicure Oil, Rough-Skin Lotion, Hair Dye, Permover, Manicure Oil, Rough-Skin Lotion, Hair Dye, Perfumes, and Toilet Waters.

193,199.—Weaver Jackson Co., Inc., Los Angeles, Cal. (Filed Mar. 3, 1924. Under ten-year proviso. Used since 1886.)—Hair Tonics, French Blue, Brilliantine, Scalp Pomade, Shampoo, Hair-Coloring Compound; Cosmetics— Namely, a Pack for Clearing Pores and Tightening Mus-cles; Astringent Tonic, Tan Preventive, Astringent Pore

Closer, Complexion Cream, Skin Cream, Vanishing Cream, Bleaching Cream, Tissue Cream, Face Powders; Compact, Powder and Rouge, Rouge in Jars, Compress Rouge, In-delible Rouge, Lip Sticks, Muscle Oil, Cerate Cuticle Cream, Nail Polish, Hand Lotion, Nail Brick, and Nail Bleach.

193,208.—Arcola Bartley, Canton, Miss. (File 1924. Used since Jan. 2, 1923.)—Hair Tonics. (Filed Mar. 4,

193,252.—The Sydney Ross Co., Newark, N. J. (Filed Mar 4, 1924. Under ten-year proviso. Used since 1893.)
—Dentifrices, Talcum Powder.
193,253.—The Sydney Ross Co., Newark, N. J. (Filed Mar 4, 1924. Used since 1919.)—Dentifrices, Talcum

193,332.—S. Glemby's Sons Co., Inc., New York, N. Y. (Filed Mar. 6, 1924. Used since Feb. 4, 1924.)—Cold Cream, Almond Cream, Massage Cream, Lettuce Cream, Whitening Cream, Wanishing Cream, Cuticle Cream, Face Powder, Rouge, Powder Compacts, Rouge Compacts, Rachelle Compacts, Coconut Shampoo, Tar Shampoo, Pine Shampoo, Henna Shampoo, Lip Stick, Eyebrow Pencil, Hair Tonic, Hair Remover, Liquid Dandruff Remover, Hair Whitenian National Control of the Country o Whitening, Nail Powder, Liquid Nail Polish, Cuticle Remover, Manicure Oil, Rough-Skin Lotion, Perfume, Toilet

Water, and Hair Dye. 193,584.—Fritzsche Brothers, Inc., New York, N. Y. (Filed Mar. 11, 1924. Uunder ten-year proviso. Used since 1871.)—Essential Oils and Aromatic Chemical Preparations Used in the Manufacture of Perfumes and Flavor-

193,839.—Knapp Extract Co., Cleveland, Ohio. (Filed Mar. 15, 1924. Used since 1909.)—Vanishing Creams.

193,927.—Jo-Vex Chemical Products Co., Akron, Ohio, (Filed Mar. 17, 1924. Used since Nov, 20, 1923.)—Astrin-

gent Antiseptic, Germicide, and Deodorant.
193,935.—Luckel King & Cake Soap Co., Portland, Ore.
(Filed Mar. 17, 1924. Used since Oct. 10, 1923.)—Soap.
193,949.—Samuel J. Oberwager, New York, N. Y. (Filed Mar. 17, 1924. Used since Mar. 5, 1924.)—Dentifrices in Paste Form

194,036.—Cuetta Watts, Washington, D. C. (Filed Mar. 8, 1924. Used since January, 1922.)—Shampoo Oil, Hair

Grower, Face Powder, Cleansing Cream, and Brilliantine. 194,054.—Richard Frank, doing business as Richard Frank & Co., New York, N. Y. (Filed Mar. 19, 1924. Used since Sept. 11, 1922.)—Flavoring Extracts Used for Flavoring Ice Cream and Puddings and Other Products, Being an Alcoholic Extract.

194,080.—The Selig Co., Atlanta, Ga. (Filed Mar. 19, 24. Used since July, 1923.)—Vegetable-Oil Soap for

Cleansing Automobiles. 194,140.—Minnie L. Taylor, Birmingham, Ala. Mar. 20, 1924. Used since Feb. 20, 1923.)—Remedy for the Scalp and for the Hair and Used in the Treatment of

Promoting the Growth of the Hair.

194,202.—L. M. Morehouse, doing business as La-Bay Mfg. Co., San Francisco, Cal. (Filed Mar, 21, 1924, Used since Mar. 1, 1923.) - Solution Used As a Mouth Wash.

194,331.—Annie B. Blanks, doing business as Madame A. B. Blanks Mfg. Co., Portsmouth, N. H. (Filed Mar. 24, 1924. Used since Feb. 15, 1924.)—Preparation for Treating the Hair and Scalp and an Ointment to Give Luster and

the Hair and Scalp and an Ointment to Give Luster and Brilliancy to the Hair. 194,347.—Mme. Hayden-Ransom Mfg. Co., Indianapolis, Ind. (Filed Mar. 24, 1924. Used since Mar. 10, 1921.)—Hair Grower, Liquid Hair Tonic, Shampoo, Glossine, Pressing Oil, and Temple Grower. 194,359.—Lentheric, Inc., New York, N. Y. (Filed Mar. 24, 1924. Used since Mar. 7, 1924.)—Perfume. 194,360.—Lentheric, Inc., New York, N. Y. (Filed Mar. 24, 1924. Used since Mar. 15, 1924.)—Perfume. 194,397.—Dermideal Laboratories, New Bedford, Mass. (Filed Mar. 25, 1924. Used since July 13, 1923.)—Skin Lotion.

194,412.—Lottie Penter, Los Angeles, Cal. (Filed Mar. 25, 1924. Used since Dec. 6, 1923.)—Tissue, Finishing, and Cleansing Creams, Face Powder, Liquid Astringent,

and Liquid Whitener.

194,449.—Frank L. Johnson, doing business as Coca Cola Bottling Co., Statesville, N. C. (Filed Mar. 26, 1924. Used

ei

ti

Be

its

do

pa dis

tin ini

roi

ter iu

ber

cas

ber

sai sup

Ap

tair

in opp

tion

in

mo

the

clas

is (

inv

par 1

Wy 192 1

rier

cept

since June 15, 1923.)-Extracts, used in the preparation of these compounds.

194,458.-Los Angeles Soap Company, Inc., Los Angeles, Cal. (Filed Mar. 26, 1924. Used since Mar. 5, 1924.)—

Soap.
194,535.—Henry Glett, New York, N. Y. (Filed Mar.
27, 1924. Used since May 15, 1917.)—Foot Cream.
194,548.—Eyrle R. Levy, doing business as Eyrle, San
Francisco, Cal. (Filed Mar. 27, 1924. Used since Jan. 15, 1923)-Shampoo.

194,551.—Addie H. Long, doing business as the Oriental Beauty Parlors, Washington, D. C. (Filed Mar. 27, 1924, Used since Mar. 1, 1924.)—Temple Grower, Facial Cream, Hair-Straightening Cream, Hair-Strengthening Preparation, and Tetter and Ringworm Cream.

194,607.—John Clyde Lyons, Gulfport, Miss. (Fi Mar. 28, 1924. Used since Feb. 1, 1924.)—Hair Tonic.

194,715.—Koken Companies, St. Louis, Mo. (Filed Mar. 31, 1924. Used since Dec. 10, 1915.)—Oil Prepared Especially for Waving and Preserving the Hair in a Silky Condition and Preventing it from Falling Out.

194,727.—Mariella Parfumes, Inc., Brooklyn, N. Y. (Filed Mar. 31, 1924. Used since 1908.)—Hair and Scalp Tonic. 194,780.—George Borgfeldt & Co., New York, N. Y. (Filed April 1, 1924. Used since Mar. 17, 1924.)—Perfume.

194,803.—Harry Kaye, doing business as Harry Kaye, Perfumer, New York, N. Y. (Filed Apr. 1, 1924. Used since Mar. 26, 1924.)—Face Powders, Face Creams, Toilet Waters, Rouges, Perfumes, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Prepara-

tions, and Sachet Powders. 194,806.—Lentheric, Inc., New York, N. Y. (1, 1924. Used since Mar. 22, 1924.)—Perfume. (Filed Apr.

194,807.—Robert B. Martie, doing business as Atlanta Cleansing Products Co., New York, N. Y. (Filed Apr. 1, 1924. Used since Sept. 1, 1922.)—Soap, Soap Powders,

Chip Soap, and Sweeping Compound.

194,825.—Tomnel et Fils, Cold Spring Harbor, N. Y.
(Filed Apr. 1, 1924. Used since Nov. 22, 1923.)—Deodor-

194,967.—Alfred Wright Perfumer, Inc., New York, N. Y. (Filed Apr. 3, 1924. Used since 1905.)-Liquid Perfume and Sachet Powders.

194,994.—Bertha Gould, Brooklyn, N. Y. (Filed Apr. 4, 224. Used since Mar. 26, 1924.)—Toilet Preparations viz., Rouge Creams.

195,021.—F. A. Schwannecke, Inc., New York, N. Y. (Filed Apr. 4, 1924. Used since January, 1924.)—Lip and Face Rouge.

195,050.—Colgate & Co., Jersey City, N. J. (Filed Apr. 1924. Used since Feb. 28, 1924.)—Face Powder and

Rouge in Compact Form.

Rouge in Compact Form.

195,054.—Chester W. Demers, Derby, Vt. (Filed Apr. 5, 1924. Used since Sept. 1, 1923.)—Face Cream.

195,256.—Stanley M. Baltzly, doing business as the Baltzly Co., Massillon, Ohio. (Filed Apr. 10, 1924. Used since about Mar. 2, 1924.)—Compound for Removing and Preventing Dandruff.

105,497, 195,498.—Coty. Inc. New York, N. W. (Elladon)

195,497, 195,498.—Coty, Inc., New York, N. Y. (Filed Apr. 14, 1924. Used since Apr. 7, 1924.)—Rouges and Lip

195,520.—Frank Hess, doing business as Hess Hair Milk Laboratories, St. Paul, Minn. (Filed Apr. 14, 1924, Used since Oct. 4, 1922.)—Hair Tonic and Dandruff Rem-

195,574.—Coty, Inc., Wilmington, Del., and New York, N. Y. (Filed Apr. 15, 1924. Used since Jan. 7, 1924.)— Rouges

195,581.—Lehn & Fink, Inc., New York, N. Y. (Filed Apr. 15, 1924. Used since Mar. 14, 1924.)—Talcum Pow-

195,690.—Inecto, Inc., New York, N. Y. (1) 224. Used since Mar. 31, 1924.)—Hair Dye. (Filed Apr. 17,

195.4. Used since Mar. 31, 1954.)—riair Dye. 195,775.—M. Roussel, doing business as Parfumerie Silka, Paris, France. (Filed Apr. 18, 1924. Used since Dec. 27, 1920.)—Perfumes. Toilet Waters, Face Powders, Talcum Powders, Face Creams, Brilliantine, Lotion for the Skin and Hair, and Dentifrices.

195,739.—Comfort Manufacturing Co., Chicago, Ill.

(Filed Apr. 18, 1924. Used since Mar. 5, 1917.)-Face Powder in Cake Form.

195,925.-W. Harvey Waddell, doing business as Filmoff Co., Chicago, Ill. (Filed Apr. 21, 1924. Used since Jan. 1, 1911.)—Preparation for Cleaning the Teeth, for Removing Film Stains and the Like.

195,960.—Eugene W. Harrington, doing business as Kojene Products Co., Buffalo, N. Y. (Filed Apr. 22, 1924. Used since Jan. 1, 1924.)—Antiseptic Germicide, Deodorant, and Disinfectant.

195,995.—Universal Remedies Co., San Francisco, Cal. (Filed Apr. 22, 1924. Used since Feb. 25, 1924.)—Eye

196,006.--Hugh A. Clotworthy, New Yorw, N. Y. Apr. 23, 1924. Used since Feb. 14, 1924.)—Nail-Polishing Powder

Powder. 196,023.—Harry Kaye, doing business as Harry Kaye, Perfumer, New York, N. Y. (Filed Apr. 23, 1924. Used since Apr. 17, 1924.)—Face Powders, Face Creams, Toilet Waters, Rouges, Perfumes, Hair Tonics, Hair Oils, Dentifrices, Tooth Powders, Nail Polishes, Deodorizing Preparations, and Sachet Powders.

TRADE-MARK REGISTRATIONS GRANTED (Act of Mar. 19, 1920.)

These Registrations are not Subject to Opposition. 184,725.-W. B. Williams, Inc., Montclair, N. J. (Filed

Oct. 26, 1922. Serial No. 171,241. Used since Aug. 2, 1922.)—Soaps. 185,053.—W. T. Leggett & Sons, Sacramento, Cal. (Filed Mar. 26, 1923. Serial No. 178,050. Used since Oct. 1, 1010).

Mar. 20, 1923. Serial No. 176,050. Used since Oct. 1, 1919.)—Soap Powder.

185,054.—G. and M. Foy & Cie, New York, N. Y., assignor to Godet, Inc., New York, N. Y., a corporation of New York. (Filed Mar. 31, 1923. Serial No. 178,382. Used since Mar. 25, 1923.)—Perfumes.

185,059.—Coty, Inc., Wilmington, Del., and New York, Y. Filed Mar. 26, 1924. Serial No. 194,435. Used N. Y. Filed Mar. 26, since 1906.)—Perfumes.

185,071.—Weeden & Kremp, Chicago, Ill. (Filed Feb. 14, 1924. Serial No. 192,291. Used for not less than one year.)-Hair Dresser or Tonic.

PATENTS GRANTED

1,492,476.—Powdered Soap and Method of Making Same. Jakob Lund and Hermann Hausamann, Fredrikstad, Norway, assignors to De Nordiske Fabriker, Christiania, Norway. Filed Mar. 19, 1920. Serial No. 367,250. 5 Claims. way. Filed M (Cl. 87—16.)

The process of making soap, which consists in saponifying liquid drying fats and oils, heating the saponified mass under pressure and at a relatively high distillation temperature, and allowing the steam thus formed to escape, while maintaining the pressure.

1,494,365.—Crown-Feed Device For Bottling Machines. Samuel S. McKnight, Youngstown, Ohio. Filed Dec. 6, 1920. Serial No. 428,498. Renewed Mar. 1, 1924. 1 Claim. (Cl. 226-88.1.)

In a device of the class described, an inclined crown chute pivotally mounted adjacent its upper end and having an opening in its lower portion, a member beneath said chute pivotally mounted co-axially therewith and adapted to be moved into engagement with said chute to swing it in one direction and a tongue on said member adapted to enter the opening in said chute to arrest the movement of crowns therein.

1,494,445.—Combination Coin Purse and Powder Puff. Theodore W. Schramm, Bay City, Mich. Filed Dec. 16, 1922. Serial No. 607,458. 2 Claims. (Cl. 150-34.)

A combination toilet article and coin purse comprising a flexible puff having pockets formed therein, one of said pockets being provided with hinged metal edges adapted to be locked together.

1,494,544.—Facial Preparation and Process of Gaseous Medication Thereof. Wilfrid Paul Heath, Chicago, Ill. Filed Jan. 7, 1922. Serial No. 527,627. 4 Claims. (Cl.

3. A facial cream preparation having minute quantities

Face

moff

Jan.

jene

Used

and

Cal.

-Eye

Filed

hing Caye,

oilet entirep-

D

Filed

g. 2,

et. 1,

ignor

Used

York,

Used

b. 14,

Same.

Nor-Norlaims.

aponi-

mified

llation

scape,

chines.

Claim.

h said ted to

in one er the

crowns

, 1922.

prising

dapted

go, III. (Cl.

antities

of carbonic acid gas (CO2) incorporated therein to provide a dermal cream having a soothing or healing effect.

1,494,736.—Shaving-Stick Holder. William Frederick Cottrell, Bristol, England. Filed May 15, 1922. Serial No. 561,040. 2 Claims. (Cl. 206—56.)

561,040. 2 Claims. (Cl. 200-56.)

1. A shaving stick holder comprising a container having longitudinal and lateral slots, a sliding member inserted in said container, spring means comprising an S-shaped spring attached to said sliding member, the ends of said spring engaging said slots.

1,495,165.—Perforated Soap Cake. Samuel Cummings, Chicago, Ill. Filed Dec. 14, 1921. Serial No. 522,275. 3 Claims. (Cl. 87—23.)

1. In combination with a cake of soap designed in the form of an annulus, the inner periphery thereof being provided with a central groove; of an impervious ring seated in the aforesaid groove.

1,495,323.—Metal Cap. Charles Hammer, Hollis Court Boulevard, N. Y. Filed Oct, 31, 1922. Serial No. 598,078. 29 Claims. (Cl. 215—44.)

1. A metal cap having a depending flange or skirt provided with a hemmed edge with the walls thereof in relatively close engagement and having a plurality of locking projections formed in such hemmed edge whereby such projections are of a double thickness of metal each of said projections having a lengthwise extending inclined locking

1,495,324.—Metal Cap. Charles Hammer, Hollis Court Boulevard, N. Y. Filed Nov. 9, 1922. Serial No. 599,758. 8 Claims. (Cl. 215—44.)

1. A metal cap formed of relatively thin sheet metal comprising a top and a depending skirt bent upwardly upon itself at its lower edge to closely hug said skirt and form a reinforced hemmed flange, the lower double edge of the skirt being bent radially inward at intervals to form short double parallel walled relatively flat locking lugs, the double parallel walls of the lugs providing increased resistance to distortion thereof and to the buckling of the cap top during the drawing out of the cap on to the container and permit-ting the cap to be made of relatively thin sheet metal, the imer bent edges of the parallel walled lugs having a rounded formation adapted to retain the lacquer and avoid a too sharp edge, and the said closely hugging portion ex-tending a material distance above the plane of the points of junction of the lugs and the skirt.

1,495,482.—Vanity Case. Richard Hoile, Verona, N. J. (Filed June 1, 1923. Serial No. 642,779, 11 Claims. (Cl.

1. A vanity case including three hingedly connected members, two of such members being cup-like top and bottom case-subdivisions, and the third being intermediate the mem-bers last-mentioned but movable relative to either thereof, said intermediate member carrying a revoluble plate-like support.

1,495,723.—Powder Container. Leo Birnbaun, New York, N. Y. Filed Nov. 4, 1920. Serial No. 421,645. Renewed Apr. 17, 1924. 1 Claim. (Cl. 221—65.)

An article of merchandise consisting of a portable container for tooth powder having a hinged top provided with a retaining clasp, the container being formed with a slot in its side wall adjacent to the open end and in the wall opposite to the hinged joint, the end walls of the container opposite to the imiged joint, the end walls of the container-being crimped to form grooves in line with the slot, a parti-tion plate extending through the slot and slidably mounted in said grooves, ears carried with the plate to limit its movements, and a flanged strip carried on the outer edge of the plate to close the slot when the plate is pushed in, the clasp of the cover overlying said flanged strip when the cover is closed and the plate is pushed in, said container being invertible to permit its contents to be divided by said partition plate, substantially as described. partition plate, substantially as described.

1,495,724.—Receptacle-Filling Machine. George W. Blake, Wyandotte, Mich., assignor to the Geo. W. Blake Mfg. Co., Wyandotte, Mich., a corporation of Michigan. Filed June 4, 1920. Serial No. 386,529. 8 Claims. (Cl. 249—259.)

1. A filling machine comprising a rotary receptacle cartier, scale platforms carried thereby adapted to receive receptacles to be filled with predetermined quantities of ma-

terial, a reservoir movable with said carrier and adapted to supply material to the receptacles on the scale platforms, normally closed and electrically opened, means controlling the supply of material from said reservoir to the receptacles, means on each scale platform adapted to open said means, and electrically operated means for vibrating said scale Conn., a corporation of Connecticut. Filed Aug. 10, platforms during the filling of the receptacles thereon.

1,495,800.—Lip-Stick Holder. Adolph C. Recker. Oakville, Conn., assignor to the Chase Companies, Inc., Water-1923. Serial No. 656,639. 1 Claim. (Cl. 206—56.)

In a lip-stick holder, the combination with a tubular sheetmetal container open at its outer end and contracted at its inner end, of a plunger-like handle provided with a bolster too large to pass through the contracted opening at the inner end of the container a cup-like follower located within the container, and means projecting from the inner face of the said bolster for securing the follower thereto and for anchoring the inner end of the lip-stick therein, the said handle, bolster and follower forming a unit adapted to be withdrawn from and inserted into the container through the open outer end thereof, the handle proper projecting through the contracted inner end of the container when the device is assembled.

1,495,978.—Soap Cake, Alfred C. Anderson, Glover, N. Dak, Filed Mar. 16, 1922. Serial No. 544,243. 2 Claims. (Cl. 87—23.)

I. A solid soap cake provided on one side with a smooth faced cavity shaped to fit snugly the convex side of a piece of waste soap, and an upstanding protective ledge for the waste soap around the edge of said cavity, the opposite side of the cake being convex and thickness of the cake being uniform throughout.

1,496,545.—Massage Cream. May Carter Jones, Signal Mountain, Tenn. Filed Apr. 20, 1923. Serial No. 633,525. 3 Claims. (Cl. 167—9.)

1. A preparation for application to flesh comprising a cream that contains a soap and epsom salt.

1,496,774.—Vanity Case. Charles N. Coryell, New York, Y. Filed Feb. 8, 1923. Serial No. 617,807. 11 Claims. N. Y. Filed F (Cl. 132-83.)

1. In a vanity case, the combination of hinged cover sections, one of said sections having an inwardly projecting flange, a frame comprising a relatively rigid top plate with an integral, resilient, dependent peripheral flange seating in the flanged cover section and engaged with the flange of said section intermediate the top plate and the lower edge of the dependent flange thereby to utilize the resiliency of said dependent flange for securing the frame in place and to support the top plate above the rim of the cover section w th an article receiving space beneath the same, and said top plate having an opening for seating a compact or the

1,497,262.—Hair Dye. Ralph L. Evans, New York, N. Y. Filed Feb. 24, 1923. Serial No. 621,082. 5 Claims. (Cl.

8—6.)

1. A dye including an aromatic amino compound chemically coupled with a carbonyl containing compound of the type formula Rc: OR! where R and R! may be H or organic radicals connected through carbon.

1,497,414.—Vanity Case. Louis Tamis, New York, N. Y., assignor to Schanfein & Tamis, New York, N. Y., a firm composed of Bernard Schanfein and Louis Tamis. Filed May 27, 1922. Serial No. 564,147. 1 Claim. (Cl. 132—83.)

An article of the class described comprising a relatively flat box of polygonal outline, a hinged lid therefor with an externally visible mirror carried thereby, a handle hingedly secured to the rear edge of said box and at approximately the center of one of the sides thereof said handle folded against the rear wall of the box and adapted to support the box upon one of the flat sides thereof, a fastener adapted to hold said handle in an extended position, and a lip stick holder detachably secured withing said handle.

1,497,617.—Collapsible Tube. Claude Tschiffely, Washington, D. C. Filed Nov. 3, 1921. Serial No. 512,528. 5 Claims. (Cl. 221—60.)

A dispensing device having a threaded neck, a threaded cap connected thereto, said neck and cap having cor-

responding apertures and means for placing the apertured top of the cap under a tension whenever the top is screwed on the cap to register the said apertures, substantially as set forth.

1,497,439.—Flavoring and Perfumery Extract. Grunenberg, New York, and Alexander Katz, Unionport, N. Y., assignors to Florasynth Laboratories, Inc., a corporation of New York. Filed Mar. 3, 1922. Serial No. 540,831. 5 Claims. (Cl. 99—11.)

2. A solution comprising an essential oil dissolved in a glycerine compound having the hydrogen atoms of two of its hydroxyl groups unattached, the carbon atoms to which aforesaid two hydroxyl groups are attached, forming a closed chain with the radical.

DESIGNS PATENTED

64,659.—Bottle. Ernest Daltroff, Paris, France, assignor to Caron Corporation, New York, N. Y., a corporation of New York, Filed Jan. 14, 1924. Serial No. 8,305. Term

New York. Filed Jan. 14, 1924. Serial No. 8,305. Term of patent 14 years. 64,790.—Bottle. William M. Berg, Oakland, Cal., assignor to the Owl Drug Company, San Francisco, Cal., a corporation of Nevada. Filed July 28, 1920. Serial No. 399,829. Term of patent 14 years. 64,840.—Bottle. Albert W. Doerr, Vineland, N. J. Filed Dec. 14, 1923. Serial No. 8,037. Term of patent 3½ years.

"MOON DREAM" vs. "MOON KISS"

In order that there may be no misunderstanding regarding the controversy between the two above trademarks, reference to which was made in the May issue of The American Perfumer and Essential Oil Review, the facts in the case are detailed as follows:

E. Burnham, Inc., and its predecessors, E. Burnham, have used the trademark "Moon Kiss" continuously since about 1912 as a trademark for perfumes, toilet waters and other toilet preparations. The Talcum Puff Co. adopted the same

name in 1919.

Both parties applied for registration in the United States Patent Office about the same time and the Patent Office declared an interference between the two applications.

It was held that E. Burnham, Inc., was entitled to the sole right to the trademark "Moon Kiss" upon the products

During the interference proceeding in the Patent Office, the Talcum Puff Co. applied for registration for the words "Moon Mist," "Moon Maid" and "Moon Dream," and E. Burnham, Inc., moved for the cancelation of these trade-marks, the Commissioner of Patents deciding in favor of The Talcum Puff Co. appealed from this decision and

the United States Court of Appeals affirmed the decision of the Commissioner of Patents and instructed that the registration of the Talcum Puff Co. for the words "Moon Dream" be canceled.

The Talcum Puff Co. did not contest the cancelation of the trademarks "Moon Mist" and "Moon Maid."

COTY-PRESTONETTES LABEL SETTLED

After a final hearing of Coty vs. Prestonettes in the United States Direct Court for the Southern District of New York, Judge A. N. Hand has prescribed as the form of label to be used by the rebottlers and repackers of Coty's perfumes and powders, the same label prescribed in the case of Houbigant Inc. vs. Magnum Import Co.

Coty, Inc., has announced its intention of appealing from

this decision on the ground that these labels do not extend adequate protection to its customers, nor do they adequately inform the public of any possible deterioration in the re-

packed or rebottled products.

This appeal will probably be heard in the autumn.

On the Face of It

Imperial Caesar dead and turned to clay. Might be used for the complexion to drive the lines away. -DIXIE HINES in New York Telegraph.

CANADIAN PATENTS AND TRADE-MARKS

The increasing international trade relations between the United States and Canada emphasizes the importance of proper patent and trade-mark protection in both of these countries in order that the expansion of business may not be curtailed by legal difficulties.

For the information of our readers, we have instituted a department devoted to patents and trade-marks in Canada relating to the industries represented by our publication.

This report is compiled from the official records in the Canadian Patent Office.

All inquiries relating to patents, trade-marks, designs, registrations, copyrights, etc., should be addressed to:

PATENT AND TRADE-MARK DEPARTMENT,

Perfumer Publishing Co., 14 Cliff Street, New York City.

PATENTS GRANTED IN CANADA

240,004, container for collapsible tubes, Arthur Greer Hubbard, Wheeling, West Virginia. 240,582, atomizer, Frederick Charles Kerby, Windsor, On-

tario, Canada.
240,591, atomizer, Charles Linke, Paris, France.

240,719, metal atomizing method, Nicolaus Meurer, Berlin-Neu-Templehof, Germany.

240,753, artificial resin, Consortium fur Elektrochemische Industrie, G.m.b.H. assignee of Willy O. Hermann and Hans Deutsch, all of Munich, Bavaria, Germany.

TRADE MARKS REGISTERED IN CANADA

Hay's Hair Health, for hair dressings, preparations for the hair and skin, Philo Hay Company, Inc., New York, Hairwealth, Scalphealth, for hair tonic, A. J. Krank Mfg.

St. Paul, Minnesota.

Madouka, for parfum, eau de toilette, talcum poudres, cremes et tous articles de parfumerie, J. A. Marceau, Lim-

se, Montreal, Que.
Jubilee, soap, J. Barsalou & Cie, Limitee, Montreal, Que.
Imperial, for soap and soap powder, J. Barsalou & Cie, Limitee, Montreal, Que.

Dennison, for crepe paper, Dennison Manufacturing Company, Framingham. Massachusetts.

Snowit, for washing liquids, Emily Chandler, Winnipeg,

Manitoba.

Spic, for toilet powder, Arthur G. Smith, trading as the Spic Company, Chicago, Illinois.

Mirelèvres, Lalanne Paris, tous produits de parfumerie, savonnerie et fards, et tous accessoires de toilette. Charles Lalanne, 104-106 rue du Faubourg Saint-Honoré, Paris,

Les Narcisses Nikylla and Diables Bleus, for parfums, cau de toilette, lotions, talcums, poudres, cremes et tous articles de parfumerie. J. A. Marceau, Limitee, Montreal,

Glossident, for tooth cleaning preparations, Warren Edward Bruce, Toronto, Ont.

TOILETRY TRADE CHANCES IN DOMINICA

Consul Charles B. Hosmer, Santo Domingo, has made the following report relative to the market for toilet pre-parations in the Dominican Republic:

'The natives are very fond of the use of toilet preparations and there is an excellent market in that territory for such articles. The only toilet preparations of local manufacture are bay rum and a small quantity of other preparations using locally distilled alcohol as a base.

"A large proportion of all toilet preparations are imported from the United States and appear to give satisfacported from the United States and appear to give satisfac-tion, but the native population have some preference for French preparations and purchase a fair amount of them There is also some sale for Spanish products, particularly by Spanish merchants. Toilet preparations are sold chiefly by druggists, some of whom import directly, though the majority is sold by commission agents. It is believed that an energetic commission agent is the best method of introducing such goods. Large amounts of American preparations are sold with only English labels, though undeniably those with Spanish labels are more favored."

S

e of hese

not ed a nada the

City.

Iub-

On-

rlin-

sche

and

for

Ifg.

lres.

im-

Que. Cie.

om-

peg,

the

rie.

rles

aris.

ims

eal,

Ed-

CA

ade

ore-

ra-

for

1111-

ore-

im-

fac-

for

em

rly

efly

the

of

pre-

ugh

ed.



BRAZIL

RAW MATERIALS FOR TOILET ARTICLES.—Consul John R. Bradley has forwarded this information from Porto Alegre: "The manufacture of powders, talcums, soaps, etc., is well represented in Porto Alegre. These firms enjoy a steadily increasing business, most of them dealing through agents in the interior towns. There is little or no exportation of their products. European influence is strong, especially German and Italian, and many of these concern; are in the hands of nationals of these countries, together with some Portuguese firms.

"Business at present is restricted, due to the political situation, and with special reference to the United States, on account of unfavorable exchange; but it is generally believed that these conditions are temporary, and certainly every effort should be made to form connections.

"No statistics showing importations of individual items making up toilet articles are available; but importations of essences and oils, unenumerated, into the State of Santa Catharina for 1922 amounted to 339 kilos, valued at 3,246 milreis; and into the State of Rio Grande do Sul, 3,286 kilos, valued at 111,650 milreis. Perfume imports into Santa Catharina in 1921 were 526 kilos, valued at 12,958 Milreis; in 1921, 16,236 kilos valued at 455,923 milreis and in 1922, 8,605 kilos valued at 188,187 milreis." (The milreis at present exchange fluctuates near 11 cents American money.)

BULGARIA

Rose Harvest.—A correspondent writing from Kanzanluk on May 20 says: "The rose harvest is now in full swing. The harvest will continue until about mid-June and it is believed this year's crop will be a good one, although the production has been somewhat decreased by the inroads of tobacco cultivation. Statistics just issued on the production and sale of oil of rose indicate that the United States is now the second perfumery producing country of the world, ranking next to France. Last year the French took about one-half of the product of the Valley of Roses.

"The rose industry in Bulgaria now is practically in the hands of small proprietors, peasants working on a cooperative basis. The reason for the high cost of rose oil is found in the fact that in 1923 only about 470 ounces were produced from 11,000,000 pounds of blossoms."

CZECHOSLOVAKIA

FAIRS IN 1924.—The Prague Sample Fair, the most important industrial exposition of Czechoslovakia, will be held from September 21 to 28. This fair is held twice a year, and is becoming of increasing importance as a meeting place for

(Continued on page 230)

THE MARKET

Essential Oils, Aromatic Chemicals, Etc.

The slackening in activity which was mentioned in our review of a month ago has continued and has grown until it has assumed really serious proportions. At the time of our May review, the slump was only beginning and prices had not begun to feel the effects of poor business. There was a remarkable steadiness and strength in values which led to the belief that the market was under supplied with goods.

The market is by no means over supplied at the present time, were the demand for material normal. It is not normal. It is far below the usual levels even for the early summer, which is always a dull period in this market. Hence the fact that stocks are lighter than usual has not been sufficient to hold values up and a steady decline in the general levels has begun. A careful check upon the average price of leading essential oils shows that there has been a decline of about eight per cent in values since the first part of March. Of this decline, by far the greater proportion has taken place within the last four weeks. There are still firm sections in the market, but they are not as numerous as they might be and dealers fear additional weakness unless inquiry improves. Fortunately, during the last few days preceding the writing of this review, indications have been that the end of the slump is in sight. Much lower prices throughout the list are not to be expected and buyers have apparently begun to realize this.

Hence, the immediate outlook is not as dark as it might be. Well advised buyers are inquiring and some are purchasing. Others will doubtless adopt the same attitude as soon as they find that products of really high quality are not going to break to very low price levels.

Floral Products Steady

Probably the steadiest of the groups into which the market naturally falls has been the list of floral essences. There has not been much call for goods but the fact that supplies here are small and that high shipment prices are wanted on almost everything in the line, especially when products of first class quality are considered, has made this group firmer during the slump than any of the others. Items like neroli, for example, have actually advanced during a period when business has been very light. Geranium and other floral essences have not been far behind neroli in strength.

The spice oils have been unsettled and rather weak. Shipment prices have been affected by the lack of interest on the part of American buyers and in most instances there have been declines in prices. Cassia has dropped sharply. Mace and nutmeg have been weaker. Clove has been under pressure throughout, and other spice oils have shown decided downward tendencies. The same applies to the group of seed oils. Led by caraway and wormseed, these products

have dropped sharply on lack of demand and pressure to dispose of stocks here and in the primary markets. An immediate recovery of the seed and spice oils is not generally anticipated, although some factors question whether

there will be further important declines.

Citrus essences have been affected principally by the unseasonably cold weather. After an excellent start, dealers felt that there would be profits in orange and lemon for the first time in years. Lately, they have changed their minds and have offered both products at constantly declining levels without securing much response from consumers. Speculative activity has turned to the bearish side of the market and this is now exerting further pressure toward lower levels.

Mint Oils Quiet

Nothing has been heard in reference to mint oils. The peppermint situation is still quiet at slightly weaker prices. Initial primary market reports indicate that this year's Initial primary market reports indicate that this year's acreage of mint will be heavier than usual. Bad weather, however, is interfering with the growth of the plants and the yield of oil is still problematical. Spearmint is in somewhat similar position. Pennyroyal is unsettled, especially foreign material. Tansy has weakened further on consistent lack of buying.

Miscellaneous products show the same general price trend. Citronella, however, is a brilliant exception. Ceylon goods are being held up to high price levels. Java, strange to say, is off the market altogether, not a pound being available in New York at the moment. Bois de rose and linaloe are weak and may show still further declines for prices are

high enough.

On the whole, it would seem that present prices should be advantageous for the consumer of oils, although speculators are hardly advised to enter in the hope of an immediate sharp rise in prices. Goods are not dear considering underlying conditions and some of the best informed factors have shown what they think of the market by coming in for substantial quantities. Others may be well advised to follow this lead with due care to avoid overinflated products which are still scattered through the list.

Synthetic and Aromatic Chemicals

In general, the same conditions which have been outlined in our previous review of the essential oil markets have prevailed in the market for synthetic products since our last review. Prices have not declined to the extent which has been the rule in essential oils, but the same influences have been in operation. The restricted character of the business of distribution in this section of the market has undoubtedly been a sustaining influence upon values, and competition, of course, is less important than it is in the natural products which are widely offered and better un-Nevertheless, manufacturers in some instances have been forced to make readjustments and in others have made them voluntarily in order to attract new business or hold up a weaker and less active market.

The work of standardizing and perfecting American products and raising the general standards of quality still goes on and the industry is slowly reaching the point where its products can be depended upon to be not only high in quality but uniform in strength. In this way, competition with old established foreign products is becoming more equal, especially in view of the high prices on foreign synthetics forced by the tariff to a great degree.

Leading developments of the month included a decline in vanillin and coumarin both of them coming as the direct result of weakness in raw material prices. Firmer and higher prices on geraniol are reported in some quarters. Heliotro-pine is cheaper with open offers at lower prices. The range of prices on methyl anthranilate has broadened on account of lower offerings in some directions. On the whole, the situation is fairly satisfactory although the observer not be quite so enthusiastic over prospects for good business and firm prices as he was a month or so ago.

Vanilla Beans

There is not much new material to offer to the trade since our last review was presented. There have been some arrivals of Mexican beans but most of them have been contracted for and have been delivered to the consumers, virtually ex-dock or steamer. Supplies of Bourbons are still

virtually non-existent in the open market here. Efforts are being made to stimulate production of beans in various parts of the world. They show promise of success with re-spect to Bourbons and Tahitis, but there is not much chance of an increased acreage in Mexico on account of the nature of the business there. The remainder of the season is likely to see beans of all varieties in light supply and high in price. Dealers here are using every device in their power to ease the situation and bring the consumers out of the woods, but it is not likely that anything can be done by anyone to bring lower prices during the next few months. Large crops throughout the world are needed and these are largely beyond the control of any individual or any group no matter how powerful or efficient.

Sundries

Further weakness in the menthol market has developed, it is slow of growth and prices have declined only slightly since last month. The tendency toward cheaper levels in this market owing to lack of demand is offset by a real shortage of menthol in Japan. Probably not more than 100 cases of unsold goods remain in that country and it is still three or four months before new crop goods will be offered in volume. There is enough menthol available here for immediate demands, but there is a good prospect of shortage should there be any really good buying between now and the time when new goods appear. A slow but steady decline seems, however, to be in prospect for the interval between now and January first. Early reports in-

Alcohol has been unsettled during the month with resale offers heard somewhat below the levels quoted by leading

distillers.

Other sundries have been fairly steady and without any important changes in values.

OUR FOREIGN TRADE DURING APRIL

The monthly review of foreign trade in chemicals and allied products by Charles C. Concannon, chief of the chemical division of the Bureau of Foreign and Domestic Commerce, states that there was a falling off for both exports and imports in April compared with the corresponding month for 1923. Toilet preparations, however, and essential oils showed increased exports. He says:

"Perfumery was the only item under perfumery and toilet preparations, another of the groups showing expansion in April, 1924, which registered a decline during this period. Exports of perfumery and toilet preparations totaled 909,-334 pounds, worth \$598,076, and comprised the following quantities and values: Perfumery and toilet waters, 31,581 pounds, \$32,393; talcum and other toilet powders, 292,455 pounds, \$158,480; creams, rouges, etc., 248,591 pounds, \$123,091; dentifrices, 201,530 pounds, \$181,807; and all other, 135,177 pounds, \$102,305. The aggregate value of the imports of toilet preparations was \$497,964."

Relative to essential oils Mr. Concannon says: "The growing importance and increased use of essential oils is further evidenced by the improvement in the foreign trade of these oils, one of the few groups to have recorded gains in both exports and imports. April shipments, 78,397 pounds, worth \$112,841, exceeded the 1923 monthly average. The imports of these oils totaled 499,687 pounds, valued at \$608,971."

Revision of Express Rates Is Ordered

Express rates throughout the country have been ordered readjusted by the Interstate Commerce Commission, which authorized general increases in the Eastern zone, approximating 8 per cent, and slight reductions in the West and the South. The decision was the result of a general inthe South. The decision was the result of a general me vestigation by the commission in which representatives of State reilroad commissions participated. Wide differences State railroad commissions participated. Wide differences in rates between the Southern, Middle Western, Rocky Mountain and Pacific Coast zones were ordered brought more nearly to a common level.

Besides carefully scanning the text pages of this journal every month our readers will find much information, usually of considerable value, in the advertising announcements.

us re-

ice ire ely ce. ise ds, to

ge ely at-

ed, aly er set re it ill

ole ect en ut he n-

dd-

et in d. 9,ng 81 55 Is,

al gn ed 97 e. at

d h id of

y

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice)

(See last page of Soap Section for Prices on Soap Materials)

(nee mat had	e of Soap Section for Prices on Soa	materials)
ESSENTIAL OILS	Orange, Calif 3.20@ 3.40	Eugenol, foreign 4.50@ 5.00
	Origanum, imitation30@	Geraniol, domestic 4.75@
Almond, Bitter per lb \$3,50@ \$3.75 Almond, S. P. A 3.75@ 4.00	Orris Root, concrete, for-	Geraniol, foreign 4.75@
Almond, S. P. A 3.75@ 4.00 A.mond, F. F. C. "Art" . 2.15@ 2.30	eign (oz.) 5.00@	Geranyl-Acetate 4.75 % Heliotropin, domestic 2.00 % 2.25
Almond, Sweet True471/2@ .521/2	Orris Root, concrete, do- mestic (oz.) 3.00@ 3.50	Heliotropin, domestic 2.03@ 2.25 Foreign
Almond, Apricot Kernel25@ .29	Orris Root, absolute (oz.) 55.00@	Indol, C. P(oz.) 9.00 a
Amber, crude	Parsley 3.50@	Iso Eugenol 4.60% 5.00
Amber, rectified90@ 1.00	Patchouly 5.25@ 6.00	Linalool 6.00@ 6.50
Amyris, balsamifera 3.00@ 3.25	Pennyroyal, American 2.406	Lily Base (Hydroxyci-
Anise, "lead free U.S.P." .60@ .65 Asp c (spike) Spanish95@ 1.25	Pennyroyal, French 2.00@ 2.15	ronellol) 15.00@ 18.00
Asp c (spike) Spanish95@ 1.25 French 1.30@ 1.40	Peppermint	Linalyl Acetate 90% 8.00@ Linalyl Benzoate nominal
Bay, Porto Rico 2.60@ 2.70	Peppermint, redistilled . 4.50% 4.75 Petit Grain, So. American 2.05% 2.25	Methyl Acetophenone 5.25@
West Indies 2.40@ 2.60	Petit Grain, French 8.00@ 9.00	Methyl Anthranilate 3.00@ 3.50
Bergamot, 35-36 per cent. 3.90@ 4.10	Pimento 2.15%	Methyl Cinnamate 4.00@ 5.00
Birch, sweet N. C 2.10@ 2.20	Pine Needles, from Pinus	Methyl Eugenol 9.00@ 10.00
Penn. and Conn 4.50@ 5.00	Sylvestris 2.00@	Methyl Heptenone 9.00@
Birchtar, crude30(a) Birchtar, rectified 1.00(a)	Rose, Bulgaria (oz.) 7.25@ 9.50	Methyl Heptine Carbon 39.00@ 44.00
Birchtar, rectified 1.00@ Bois de Rose, Femelle 4.50@ 5.00	Rosemary, French (lb.) .50@	Methyl Iso Eugenol 13.00@ Methyl Paracresol 6.00@
Cade, U. S. P. "IX"40@	Rosemary, Spanish	Methyl Paracresol 6.00@ Methyl Phenylacetate,
Cajeput, Native S. P 1.10@ 1.15	Rue	Art, Honey Aroma 6.50%
Calamus 4.25@	Sage, Clary (oz.) 3.00@ 4.50	Methyl Salicylate48% .52
Camphor, "white"15@ .16	Sandalwood, East India. 6.50@ 7.00	Musk Ambrette 16.00# 17.00
Cananga, Java	Sassafras, artificial	Musk Ketone 18.00 nom.
Cananga, Java rectified 3.25@ 3.50 Caraway Seed, rectified 7.00@	Sassafras, natural 1.40@	Musk Xylene 4.50@
Cardamon, Ceylon 35.00@	Savin, French 2.85@	Nonylic Alcohol 40.00@ 52.00 Phenylacetaldehyde 8.50@ 11.00
Carvol 16.00@	Snake Root	Imported 14.00@ 16.00
Cassia, 80@ 85% 1.65 Nom.	Spruce	Phenyl Ethyl Acetate . 15.00@ 17.50
Cassia, rectified, U.S.P 2.25@ 2.46	Tansy 3.75@	Phenylethylic Alcohol 8.50@ 9.00
Cedar Leaf 1.05@ 1.15	Thyme, French, red 1.00@	Rhodinol, domestic 18.00@ 22.00
Cedar Wood 42½@ .45	Thyme, French, white 1.05@ 1.15	Phenylacetic Acid 3.50@
Celery 12.00@	Thyme, Spanish, red95@	Rhodinol, foreign 20.00@ 22.00
Cinnamon, Ceylon 12.00@ 15.00 Citronella, Ceylon85@	Vetivert, Bourbon Nom.	Safrol
Citronella, Java nominal	Java	Skatol, C. P (oz.) 10.00@ 20.00 Terpineol, C. P., dom
		Terpineol, C. P., imp., lb. 1.00@ 1.15
Cloves, Bourbon 2.70@ 3.00	Pennsylvania 6.50@ 8.00	Terpineol, C. P., imp., lb. 1.00@ 1.15
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba .40@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00	Terpineol, C. P., imp., lb. 1.00@ 1.15 Terpinyl Acetate 1.75@ 1.90 Thymol
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba 40@ Coriander 12.75@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@	Terpineol, C. P., imp., lb. 1.00@ 1.15 Terpinyl Acetate 1.75@ 1.90
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba 40@ Coriander 12.75@ Croton 1.15@ 1.20	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@	Terpineol, C. P., imp., lb. 1.00@ 1.15 Terpinyl Acetate 1.75@ 1.90 Thymol 3.25@ 3.50 Vanillin(oz.) .48@ .52
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba 40@ Coriander 12.75@ Croton 1.15@ 1.20 Cubebs 5.50@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@	Terpineol, C. P., imp., lb. 1.00@ 1.15 Terpinyl Acetate
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba 40@ 40@ Coriander 12.75@ 1.20 Croton 1.15@ 1.20 Cubebs 5.50@ 5.50@ Cumin 14.00@ 14.00@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS	Terpincol, C. P., imp., lb. 1.00 a 1.15 Terpinyl Acetate 1.75 a 1.90 Thymol 3.25 a 3.50 Vanillin (oz.) .48 a .52 BEANS Tonka, Beans, Para95 a 1.00
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba 40@ 40@ Coriander 12.75@ 1.20 Croton 1.15@ 1.20 Cubebs 5.50@ 5.50@ Cumin 14.00@ 14.00@ Dillseed 4.75@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@	Terpincol, C. P., imp., lb. 1.00@ 1.15 Terpinyl Acetate
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba .40@ 12.75@ Coriander 12.75@ 1.20 Cubebs 5.50@ 5.50@ Cumin 14.00@ 14.00@ Dillsed 4.75@ 4.75@ Erigeron 1.45@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate dom 1.50@	Terpineol, C. P., imp., lb. 1.00 a 1.15 Terpinyl Acetate 1.90 Thymol 3.25 a 3.50 Vanillin (oz.) .48 a .52 BEANS Tonka, Beans, Para .95 a 1.00 Tonka, Beans, Angostura 2.20 a 2.35 Vanilla, Beans, Mexican 13.50 nom.
Cloves, Bourbon 2.70@ 3.00 Cloves, Zanzibar 2.00@ 2.25 Copaiba 4.0@ Coriander 12.75@ Croton 1.15@ 1.20 Cubebs 5.50@ Cumin 14.00@ Dillseed 4.75@ Erigeron 1.45@ Eucalyptus, Aus U.S.P. 6.0@ 6.65 Fennel, Sweet 1.15@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Wormwood Ylang-Ylang Manila 28.00@ 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate dom 1.50@ Amyl Salicylate foreign 2.25@ 3.00	Terpincol, C. P., imp., lb. 1.00 a 1.15
Cloves, Bourbon 2,70@ 3.00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate dom 1.50@ Amyl Salicylate foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde foreign 4.50@	Terpineol, C. P., imp., lb. 1.00 a 1.15 Terpinyl Acetate 1.90 Thymol 3.25 a 3.50 Vanillin (oz.) .48 a .52 BEANS Tonka, Beans, Para .95 a 1.00 Tonka, Beans, Angostura 2.20 a 2.35 Vanilla, Beans, Mexican 13.50 nom.
Cloves, Bourbon 2,70@ 3.00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 40@ 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ 5,50@ Cumin 14,00@ 4,75@ Erigeron 1,45@ 4,75@ Eucalyptus, Aus. 'U.S.P.' 60@ .65 Fennel, Sweet 1,15@ Geranium, Rose Algerian 7,75@ 8,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Woeld Ylang-Ylang Manila 28.00@ 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate dom 1.50@ Amyl Salicylate foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde foreign 4.50@ Domestic 3.75@	Terpincol, C. P., imp., lb. 1.00
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,00@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ 6,65 Erigeron 1,45@ 6,65 Fennel, Sweet 1,15@ Geranium, Rose Algerian 7,75@ 6,00@ 6,50 Geranium, Bourbon 7,50@ 8,00 Geranium, Turkish 6,00@ 2,25 Comparison 2,50@ 6,00@ 6,50 Comparison 2,50@ 6,50 Compar	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ 9.00@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ 1.50@ Amyl Salicylate foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde foreign 4.50@ Domestic 3.75@ Benzaldehyde U. S. P. 1.65@	Terpincol, C. P., imp., lb. 1.00
Cloves, Bourbon 2,70@ 3.00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 4.50@ 3.75@ Benzaldehyde U. S. P. 1.65@ Benzaldehyde F. F. C. 2.15@ 2.25	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 4.50@ 3.75@ Benzaldehyde, U. S. P. 1.65@ 1.65@ Benzaldehyde, F. F. 2.15@ 2.25 Benzilidenacetone 2.75@ 4.50	Terpincol, C. P., imp., lb. 1.00
Cloves, Bourbon 2,70@ 3.00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang 28.00@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate dom 1.50@ Amyl Salicylate foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde foreign 4.50@ Domestic 3.75@ 3.75@ Benzaldehyde U. S. P. 1.65@ Benzaldehyde F. F. C. 2.15@ 2.25 Benzilidenacetone 2.75@ 4.50 Benzyl Acetate domestic 1.55@ 1.80	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,0@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ Erigeron 1,45@ 6,65 Fennel, Sweet 1,15@ 6,65 Geranium, Rose Algerian 7,50@ 6,65 Geranium, Bourbon 7,50@ 8,00 Geranium, Turkish (Palma rosa 4,50@ 4,75 Ginger 9,25@ 3,00@ 6,50 3,00@ 6	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 4.50@ 3.75@ Benzaldehyde, U. S. P. 1.65@ 1.65@ Benzaldehyde, F. F. 2.15@ 2.25 Benzilidenacetone 2.75@ 4.50	Terpincol, C. P., imp., lb. 1.00
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,00@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ Erigeron 1,45@ 66@ 65 Fennel, Sweet 1,15@ Geranium, Bourbon 7,50@ 8,00 Geranium, Turkish (Palma rosa 4,50@ 4,75 Ginger 9,25@ Gingergrass 3,00@ Guaiac (Wood 5,00@ Hemlock 1,05@ 1,25 Luuper Berries, rectibied 1,35@ 1,45	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ A.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ A.50@ Amyl Salicylate dom 1.50@ Amyl Salicylate foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde foreign 3.75@ 8 Benzaldehyde U. S. P. 1.65@ 1.65@ Benzaldehyde F. F. C. 2.15@ 2.25 Benzyl Acetate domestic 1.55@ 4.50 Benzyl Acetate foreign 1.55@ 1.80 Benzyl Alcohol 1.45@ 2.00 Benzyl Benzoate 1.75@ 2.00	Terpincol, C. P., imp., lb. 1.00
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,00@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ Erigeron 1,45@ 66@ 65 Fennel, Sweet 1,15@ Geranium, Bourbon 7,50@ 8,00 Geranium, Turkish (Palma rosa 4,50@ 4,75 Ginger 9,25@ Gingergrass 3,00@ Guaiac (Wood 5,00@ Hemlock 1,05@ 1,25 Luuper Berries, rectibied 1,35@ 1,45	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ 9.00@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ 1.50@ Amyl Salicylate foreign 2.25@ 3.00 Amyl Salicylate foreign 1.10@ 1.25 Anisic Aldehyde foreign 4.50@ 1.25 Anisic Aldehyde foreign 4.50@ 1.65@ Benzaldehyde F. F. C. 2.15@ 2.25 Benzaldehyde F. F. C. 2.15@ 2.25 Benzyl Acetate domestic 1.55@ 1.55@ Benzyl Acetate foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Alcohol 1.45@ 1.60 Benzyl Alcohol 2.75@	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 3.00 Anyl Salicylate, foreign 2.25@ 3.00 Ansic Aldehyde, foreign 4.50@ Ansic Aldehyde, foreign 4.50@ Benzaldehyde, F. C. 2.15@ 2.25 Benzaldehyde, foreign 2.75@ 4.50@ Associated foreign 1.75@ 2.00 Associated foreign 1.75@ 2.00 Associated foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ Bornylacetate 4.25@ 4.25@	Terpincol, C. P., imp., lb. 1.00a
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ A.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ A.50@ Amyl Salicylate dom 1.50@ A.50@	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,00@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ 66@ 65 Erigeron 1,45@ 66@ 65 Fennel, Sweet 1,15@ 7,50@ 66@ 66 66 66 66 67 66 67 66 67 66 67 66 67 66 67	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Anyl Salicylate, dom 1.50@ 1.50@ 1.00@ 1.25 3.00 Anethol 1.10@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.25 8.00 4.25 2.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 <	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,00@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ Erigeron 1,45@ 66@ 65 Erigeron 1,45@ 6eranium, Bourbon 7,50@ 8,00 Geranium, Bourbon 7,50@ 8,00 Geranium, Turkish (Palma rosa) 4,50@ 4,75 Ginger 9,25@ 3,00@ Guaiac (Wood) 5,00@ 4,75 Ginger 9,25@ 1,00@ 4,75 1,25 1	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 4.50@ 5.50@ Benzaldehyde, U. S. P. 1.65@ 5.60@ Benzaldehyde, F. F. C. 2.15@ 2.25 Benzyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ 8 Bornylacetate 4.25@ 8 <	Terpincol, C. P., imp., lb. 1.00a
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,0@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ Erigeron 1,45@ 65 Fennel, Sweet 1,15@ 7,75@ Geranium, Rose Algerian 7,50@ 8,00 Geranium, Bourbon 7,50@ 8,00 Geranium, Turkish (Palma rosa) 4,50@ 4,75 Ginger 9,25@ 4,75 Ginger 9,25@ 4,75 Ginger 3,00@ 5,00@ 4,75 Ginger 1,25 1,35@ 1,45 1,	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang Manila 28.00@ Ylang-Ylang Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Anyl Salicylate, dom 1.50@ 1.50@ 1.00@ 1.25 3.00 Anethol 1.10@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.50@ 1.25 4.25 8.00 4.25 2.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 8.00 4.25 <	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 2.25@ 3.00 Amyl Salicylate, foreign 2.25@ 3.00 Ansic Aldehyde, foreign 4.50@ Ansic Aldehyde, foreign 4.50@ Ansic Aldehyde, foreign 2.75@ 4.50@ Acetale, domestic Benzaldehyde, F. F. C. 2.15@ 2.25 4.50@ Benzyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzolate 1.75@ 2.00 Benreol 2.75@ Bromstyrol 4.25@ Bromstyrol 4.25@ Bromstyrol 4.25@ Bromstyrol 4.25@ 3.50@ 4.25 3.50@ 1.00 Cinnamic Alcohol 9.50@ 12.00 Cinnamic Aldehyde 3.75@ 2.75@ 2.75@ 3.75@ 2.75@ 2.75@ <t< td=""><td> Terpincol, C. P., imp., lb. 1.00a 1.15 </td></t<>	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,00@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ Erigeron 1,45@ Erigeron 1,45@ 66an 65 Fennel, Sweet 1,15@ 7,50@ 67 67 67 67 67 67 67 6	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Anyl Salicylate, dom 1.50@ Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 3.75@ 4.50@ Domestic 3.75@ 2.25 Benzaldehyde, F. F. C. 2.15@ 2.25 Benzil Acetate, domestic 1.65@ 1.55@ 4.50@ Benzyl Acetate, foreign 1.75@ 2.00 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.66 1.75@ 2.00 Borneol 2.75@ 2.00 1.75@ 2.00 Bornylacetate 4.25@ 1.70@ 1.80 Bornylacetate 4.25@ 3.50@ 4.25 Bromstyrol 3.50@ 3.50@ 2.00 Cinnamic Aid 3.35@ <td< td=""><td> Terpincol, C. P., imp., lb. 1.00a 1.15 </td></td<>	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00 Cloves, Zanzibar 2,00@ 2,25 Copaiba 4,0@ Coriander 12,75@ Croton 1,15@ 1,20 Cubebs 5,50@ Cumin 14,00@ Dillseed 4,75@ Erigeron 1,45@ 660@ 65 Erigeron 1,45@ 675@	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ 5.00 Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 1.50@ Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 4.50@ 3.75@ Benzaldehyde, U. S. P. 1.65@ 8 Benzaldehyde, F. F. C. 2.15@ 2.25 Benzyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ 2.00 Bornstyrol 3.50@ 4.25@ Bromstyrol 3.50@ 4.25@ Bromstyrol 3.50@ 12.00 Cimamic Alcohol 9.50@ 12.00 Cimamic Alcoh	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ Amyl Salicylate, foreign. 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign. 4.50@ 3.75@ Benzaldehyde, U. S. P. 1.65@ 1.65@ Benzaldehyde, F. F. C. 2.15@ 2.25 Benzyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign. 1.75@ 2.00 Benzyl Acetate, foreign. 1.75@ 2.00 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ Bornylacetate 4.25@ Bromstyrol 3.50@ 4.25 Bromstyrol 3.50@ 3.50 Cinnamic Aldehyde 3.75@ 4.25 Cinnamic Aldehyde 3.75@ 4.25 Citr	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 3.00 Amyl Salicylate, foreign 2.25@ 3.00 Anisic Aldehyde, foreign 4.50@ 1.00@ Anisic Aldehyde, F. C. 2.15@ 2.25 Benzaldehyde, U. S. P. 1.65@ 1.65@ Benzaldehyde, F. F. C. 2.15@ 2.25 Benzyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ 2.00 Bornylacetate 4.25@ 4.25 Bromstyrol 3.50@ 3.50 Carvol 17.00@ 18.00 Cimnamic Alcohol 9.50@ 12.00	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ 5.00 Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 1.50@ Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 3.75@ 4.50@ Benzaldehyde, F. F. C. 2.15@ 2.25 Benzaldehyde, F. F. C. 2.15@ 2.25 Benzyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ 4.25@ Bromstyrol 3.50@ 4.25@ Bromstyrol 3.50@ 4.25@ Bromstyrol 3.50@ 12.00 Cinnamic Acid 3.35@ 3.50 Cimamic Alde	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 3.00 Amyl Salicylate, foreign 2.25@ 3.00 Anisic Aldehyde, foreign 1.00@ 1.25 Anisic Aldehyde, foreign 3.75@ 3.75@ Benzaldehyde, U. S. P. 1.65@ 1.65@ Benzaldehyde, F. F. C. 2.15@ 2.25 Benzlyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ 2.00 Bornylacetate 4.25@ 4.25 Bromstyrol 3.50@ 4.25 Bornylacetate 4.25@ 3.50@ Bornylacetate 4.25@ 4.25	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ 9.00@ Ylang-Ylang, Manila 28.00@ 1.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 3.00 Amyl Salicylate, foreign 2.25@ 3.00 Anethol 1.10@ 1.25 Anisic Aldehyde, foreign 3.75@ 4.50@ Benzaldehyde, F. F. C. 2.15@ 2.25 Benzladehyde, F. F. C. 2.15@ 2.25 Benzyl Acetate, domestic 1.55@ 1.55@ Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Alcohol 1.75@ 2.00 Borneol 2.75@ 2.00 Bornylacetate 4.25@ 1.75@ Bornylacetate 4.25@ 2.00 Bornstyrol 3.50@ 4.25 Bromstyrol 3.50@ 5.00 Cimamic Alcohol 9.50@	Terpincol, C. P., imp., lb. 1.00a 1.15
Cloves, Bourbon 2,70@ 3,00	Pennsylvania 6.50@ 8.00 Wormseed 4.75@ 5.00 Wormwood 3.75@ Ylang-Ylang, Manila 28.00@ Ylang-Ylang, Bourbon 4.50@ 4.50@ DERIVATIVES AND CHEMICALS Acetophenone 5.00@ Amyl Salicylate, dom 1.50@ 3.00 Amyl Salicylate, foreign 2.25@ 3.00 Anisic Aldehyde, foreign 1.00@ 1.25 Anisic Aldehyde, foreign 3.75@ 3.75@ Benzaldehyde, U. S. P. 1.65@ 1.65@ Benzaldehyde, F. F. C. 2.15@ 2.25 Benzlyl Acetate, domestic 1.55@ 1.80 Benzyl Acetate, foreign 1.75@ 2.00 Benzyl Alcohol 1.45@ 1.60 Benzyl Benzoate 1.75@ 2.00 Borneol 2.75@ 2.00 Bornylacetate 4.25@ 4.25 Bromstyrol 3.50@ 4.25 Bornylacetate 4.25@ 3.50@ Bornylacetate 4.25@ 4.25	Terpincol, C. P., imp., lb. 1.00a 1.15

FOREIGN CORRESPONDENCE

(Continued from Page 227)

buyers and sellers from the countries of both Eastern and Western Europe. The average number of visitors at the exposition last spring totaled 100,000, while the total exhibitors aggregated over 2,000.

FRANCE

INCREASE IN LUXURY, SALES, AND INTERNAL TAXES ON IMPORTS.—The general increase in French taxes, resulting from the law of March 22, 1924, involves an increase in the luxury, sales, and internal taxes on imports, effective from May 1, in part as follows:

Luxury tax, from 10 to 12 per cent.

Turnover tax on nonluxuries, from 1.1 to 1.3 per cent. Luxury tax on alcohol, from 25 to 30 per cent.

Consumption tax on alcohol, from 1,000 to 1,150 francs per hectoliter of pure alcohol content.

Statistical tax on denatured alcohol, from 0.25 to 0.30 francs per hectoliter.

A 20 per cent increase in the interior taxes on vanilla, colonial products, candles, saccharine.

GREAT BRITAIN

London Jury Mulcts Hairdressers in Inecto Damage Suit.—A special jury which sat with Justice Avory to hear the claim of Mrs. Gladys Caslake Havelock Bostock, of Oxford terrace, Hyde Park, against Mrs. Phyllis Earle, Ltd., hairdressers, of North Audley street, W., London for damages for alleged negligence in the application of Inecto Rapid hair dye, awarded her £532 13s. 10d., and judgment was entered accordingly.

A number of hairdressers were called for the defense to show that Inecto had been successfully used on many people without any danger. Sir John Collie and Dr. William Griffiths gave evidence that there were certain people who were abnormally predisposed to skin trouble. There was no means of telling before a drug was used what the effect might be on such a person.

The Justice called the attention of the jury to the Inecto instructions, which distinctly said that tests should be made on the bare skin. No one suggested that a hairdresser could see whether a person was predisposed to skin trouble merely by looking at the scalp. Inecto was a substance which might be dangerous in some circumstances.

GRENADA

REVISED SCHEDULE OF IMPORT DUTIES.—A new schedule of import duties was made effective in Grenada December 21, 1923, by an ordinance assented to February 1, 1924. Under this new schedule most of the ad valorem duties have been increased by 50 per cent of the former duty, while with a few exceptions the specific duties remain unchanged.

The exceptions to the increase in the ad valorem duties include perfumery (except perfumed spirits).

ITALY

CHANGES IN CUSTOMS VALUATIONS OF ESSENTIAL OILS AND SYNTHETIC PERFUMES.—An Italian decree, effective March 29, which supersedes the decree of December 20, 1922, fixes new values in gold on which the ad valorem duties for the following products are calculated:

(Item 658-a-5) Essential oils and essences, not terpeneless, not specially mentioned; (Item 658-b) essential oils and

essences, terpeneless; (Item 661) synthetic perfumes and constituents of essences, not specially mentioned; and (Item 767) alkaloids, not specially mentioned, and their salts (including glucosides and the active and bitter principles assimilated to alkaloids in the Repertoire).

NORWAY

TARIFF CHANGE.—Among the items in the new Norwegian tariff act of February 26 is the imposition of a temporary ad valorem luxury duty plus surtax of 50 per cent of the duty on this item;

(619) Soap, transparent, perfumed, in powder, balls, or figures, etc., in boxes, cases, or pots.

NEWFOUNDLAND

Prohibition Import Rule Modified.—The provisions of the Prohibition Plebiscite Act, of 1915, by which the importation into Newfoundland of medicinal and toilet preparations and flavoring extracts containing two per cent of alcohol was prohibited has been changed to permit the importation of such extracts for culinary use when imported in bottles containing not more than two ounces each. The registration of proprietary medicines is dealt with under the Trade Marks Act, while the formulæ of any such preparations would need to be protected in accordance with the provisions of the Patent Act.

PERU

CHANGES IN DUTIES,—The following changes in the Peruvian Tariff of July 1, 1923, have been authorized by the Tariff Board:

Pears toilet soaps, dutiable at 1.50 soles per gross kilo, are made subject to a surtax of 10 per cent ad valorem.

Sodium silicate, not formerly provided for in the traiff is now included in item 2168 at a rate of 0.05 sol per gross kilo.

SPAIN

EXPORT DUTY ON OLIVE OIL FOR MAY.—The Spanish export duty on olive oils, not including sulphur olive oil, has been fixed at 10 pesetas per 100 kilos for the month of May.

SWEDEN

BILL TO CHANGE DUTY ON VANILLA, ETC.—Imports of essences and extracts of saffron, vanilla, and vanillin into Sweden are to be classified under item 182 at 25 crowns per kilo; and all kinds of essences not specially provided for, intended for imparting aroma to beverages, preserves, etc., are to be classified under item 1,226 at 2.50 crowns per kilo (including weight of container), according to a bill before the Swedish Riksdag. These essences and extracts are now classified under various headings according to their chemical composition.

TURKEY

OCTROI TAXES.—New octroi taxes were established without warning during the week of March 17, 1924, and are now being applied to toilet articles and alcohol entering Constantinople, in addition to usual import duties and taxes.

The text pages of the American Perfumer and Essential Oil Review do not contain all of the news. You must read the advertising pages also to get the full benefit.



BUREAU OF RAW MATERIALS CAMPAIGN FOR MEMBERS LED BY W. T. HATHAWAY

The Bureau of Raw Materials for American Vegetable Oils and Fats Industries which has become a familiar institution at Washington in its work for the vegetable oil industries is conducting a membership campaign, with Walter T. Hathaway of Colgate & Company as Chairman of the Membership Committee.

The Bureau of Raw Materials has in its membership representatives of various lines of the vegetable oil industry, prominent among which is the soap manufacturers' section composed of numerous manufacturers of soap both large and small, with F. M. Barnes of the Procter & Gamble Company as the head of the soap section.

Other members of the Membership Committee who serve under the leadership of Mr. Hathaway are Geo. B. Wilson, of the Globe Soap Company; Samuel H. Gillespie, of L. C. Gillespie & Sons; Louis H. Waltke of Wm. Waltke & Co.; J. R. Collingwood, of Fels & Co.; H. Mart Smith, of W. R. Grace & Co., A. M. Burkardt, of the Palmolive Company; W. S. Kennedy, of Kirkman & Son, and Walter R. Kirk, of the Dickinson Corporation.

A brochure distributed by the Membership Committee states under the heading of purpose that "the Bureau of Raw Materials for American Vegetable Oils and Fats Industries is a composite organization of the vegetable oils and fats industries of America formed for the purposes of research and the advancement of economic policies that will best promote the development of the oils, fats and oil bearing producing and manufacturing industries of the United States in domestic and foreign markets.'

Also included in the brochure of the Membership Committee is a statement of some of the more recent activities of the Bureau of Raw Materials in which it is cited that the Bureau "brought to a successful culmination its petitions to have the United States Tariff Commission order a formal investigation of its applications for reductions in the rates of duty on soya bean oil, cocoanut oil, peanut oil, cottonseed oil, animal tallow, whale oil, herring oil, sardine oil and all lish oils not specially provided for by name in the tariff. These investigations were ordered by the Tariff Commission under date of February 8, 1924, it being the thirty-fourth investigation ordered. investigation ordered.

"One hundred and forty-three investigations were asked for by a larger number of petitioners and 109 of them were refused by the Commission.

"Carried to completion the work on the linseed oil duty investigation (Investigation No. 18) ordered by the Tariff Commission acting upon the petition of the Bureau that the linseed oil duty be lowered. Prepared extensive data for final hearing on this case held March 5th, 6th and 7th, 1924. Prepared final arguments and brief in this case. De-1924. Prepared final arguments and brief in this case. Decision in the linseed oil case not yet handed down by the Tariff Commission.

"Conducted a preliminary hearing before the Tariff Commission on the applications for reductions in the rate of duty (Continued on Next Page)

FINAL ARGUMENTS IN PROCTER & GAMBLE COMPLAINT ON USE OF WORD NAPHTHA

WASHINGTON, June 17 .- In final arguments before the Federal Trade Commission in the case involving alleged misbranding of soap by the Procter & Gamble Company counsel for the company contended that the complaint was based upon a definition of naphtha which is at variance with the meaning of the word over a period of many years.

Frank L. Dinsmore, of Dinsmore, Schohl & Sawyer, represented Procter & Gamble Company. He riddled the arguments of W. C. Reeves, attorney for the Federal Trade Commission, who preceded him.

It was Mr. Dinsmore's contention that the evidence in the case does not support the charge of misbranding in that the petroleum distillate used by the company in its soap products has at all times been properly designated as naphtha. He contended further that the amount of naphtha used in these products was an amount sufficient to be effective as a cleansing ingredient and substantially to enhance the cleansing power.

The complaint of the Federal Trade Commission charging unfair methods of competition by the Proctor & Gamble Company was based on the alleged misbranding and improper advertising of "White Naphtha Soap," "White Naphtha Soap Chips," and "Star Naphtha Washing Powder." It was the contention of Mr. Reeves in prosecuting the case that prior to the autumn of 1920 the Procter & Gamble Company used no naphtha but instead used kerosene and that after that date it used a distillate which was bought as naphtha yet did not have the chemical properties of real naphtha.

It developed that the report of the trial examiner who heard the evidence in the case, John W. Addison, was adverse to the Procter & Gamble Company.

Mr. Dinsmore declared that the charges in the case had utterly collapsed.

Witnesses Disagree on Many Points

"Many of the points made by counsel of the commission are contradicted by his own witnesses, and there is a disagreement among them on many questions," said Mr. Dinsmore. "He is compelled to admit that we do now use naphtha, and that our specifications call for naphtha. How can you give to those witnesses any credence when many months of investigation they are finally compelled to admit that they were mistaken? If men can be so mistaken upon a vital feature of the case, how can you place any confidence in them? This case was heard on a second amended complaint because the two complaints which preceded it contained many misstatements. It was charged in the first complaint that silicate of soda was an adulterant of soap. That was an inaccurate statement of fact and was withdrawn

in the second complaint.

"The important feature of the case relates to the naphtha controversy. The fact is that the term 'naphtha' is a vague, indefinite and undefined term, with various meanings in different localities and under different circumstances.

ons of ne imprepaent of it the

1924

nd conm 767) cluding ated to

wegian rary ad ne duty alls, or

n imeach. under such e with

e Pey the kilo, n. aiff is

ol per

h ex-1. has

rts of 1 into rowns d for, , etc., r kilo efore now mical

thout now stan-

SEN-You nefit.

an English word of long use. It is older than the United States. We have been making this soap since 1904. Naphtha soaps were patented in 1862.

"Our definition of naphtha is that it is any liquid hydrocarbon. The word was used by the English as practically synonymous with mineral oil and petroleum. We have offered some thirty definitions of the word.

"When you say naphtha you don't necessarily mean petroleum naphtha. Chemists nowadays always distinguish between the different varieties. They say petroleum naphtha, or shale naphtha, or rubber naphtha, or bone naphtha.

"There are twenty-five or more naphtha soaps on the market in this country. The astonishing thing about it is that the most that any witness could name was three.

"It is recognized that an industry has a right to define its own terms. The question is what the word naphtha means in the soap industry. Naphtha in the soap industry means and always has meant a hydro-carbon.

"What we used before 1920 was naphtha because naphtha is a generic term meaning products of petroleum. We had used white oil or kerosene before 1920."

Had Access to Tests by Fels & Co.

Mr. Reeves during his argument for the issuance of a cease and desist order used the name of Fels & Company as figuring in the case. He said that the commission had access to tests made by that company.

Mr. Reeves declared that Procter & Gamble has mis-

Mr. Reeves declared that Procter & Gamble has misbranded its products by the use of the word "naphtha" because at the time of their sale they have not contained naphtha in an amount sufficient to add to cleansing efficiency.

"It developed that for eight years the respondent used kerosene and not naphtha," said Mr. Reeves. "When the attention of the company was called to the fact that the commission was making a preliminary investigation they abandoned kerosene, and from 1921 used a distillate which they put on the market as naphtha. Experts obtained samples of naphtha and endeavored to determine whether the higher distillate used could be properly classified as naphtha. A number of experts testified that the new distillate was either kerosene or at least was heavier and not entitled to be classified as naphtha.

"Samples collected in 1919 showed no distillate in the soap. In 1921 an analysis showed a petroleum distillate amounting to 20/100 of one per cent of weight. In 1922 and 1923 the amount was 32/100 of one per cent. It developed from the evidence that Procter & Gamble Company now puts into its soap one-half of one per cent of petroleum distillate which they claim is naphtha but which they admit for eight years prior to 1921 was kerosene."

Mr. Reeves said that samples of the Procter & Gamble soap had been purchased from retailers at different points and analyses made by chemists. The results of these tests are incorporated in the tentative report submitted to the commission by Trial Examiner Addison. Changes in the examiner's report have been recommended by chief counsel for the commission, but even as amended the report would appear to be adverse to the Procter & Gamble Company.

Examiner's Report Is Made Public

Extracts from the tentative report submitted by Trial Examiner Addison to the commission are as follows:

"The soap so designated, advertised and sold by respondents as 'P. & G. The White Naphtha Soap' has incorporated into it by respondent, the Proctor & Gamble Company, during its manufacture a petroleum distillate composed exclusively of hydrogen and carbon, and known as a hydro-carbon, and aside from this distillate, said soap contains no ingredient that could possibly be identified as naphtha. For several years prior to the fall of 1920 the said distillate so incorporated into said soap by respondent, the Procter & Gamble Co., was not naphtha, but was kerosene oil; but since the fall of 1920 the said distillate so incorporated into said soap has been and is naphtha within the meaning of the term as used in the petroleum industry. Since the fall of 1920, respondent, the Procter & Gamble Co., has purchased this distillate as naphtha, specifying in all cases that it must have an initial boiling point not below 284 degrees Fahrenheit, a final boiling point not above 482 degrees

Fahrenheit, and a flash point not above 140 degrees Fahrenheit, and that it should not be heavier than 48 degrees Baume; and prior to sometime in the year 1912 the distillate so incorporated into said soap was also bought as and for naphtha, but during the period of more than seven years intervening between the dates in 1912 and 1920 aforesaid respondent, the Procter & Gamble Co., bought the distillate which it incorporated into its said soap under the name of and as and for water white oil or kerosene oil.

"The term naphtha has been sometimes loosely applied to any liquid hydro-carbon, natural petroleum or some of its volatile products and used in a sense broad enough to include kerosene oil, but as early as 1881 petroleum naphtha was defined as 'the more volatile portion of petroleum, which is collected separately during the distillation and either sold as crude naphtha, or fractioned into gasoline, refined naphtha and benzine and while the term is broad enough to include gasoline and benzine, it is not, in the United States, commonly or correctly applied to distillates of crude petroleum, except those which volatilize or distill over prior to and ahead of kerosene oil. In the opinion of some witnesses technically familiar with petroleum products, petroleum distillates with flash points above 80 degrees Fahrenheit initial boiling above 300 degrees Fahrenheit, and final boiling point above 450 degrees Fahrenheit are not sufficiently light, volatile, and inflammable to be properly designated as 'naphtha' and petroleum experts who testified are in substantial accord in that petroleum distillates with final boiling points or end points above 500 degrees Fahrenheit are not commonly offered for sale as 'naphtha' and neither of the two refiners called as witnesses offered as 'naphtha' any distillate with an end point as high as 500 degrees Fahrenheit.

"The proportion of naphtha or other petroleum distillate contained in 'P. & G. The White Soap' at the time of and upon its use by the consuming public, as hereinafter set out, is not sufficient to be effective therein as a cleansing ingredient and substantially to enhance its value and cleansing power, so far as can be ascertained in washing experiments conducted by trained observers."

BUREAU OF RAW MATERIALS CAMPAIGN

(Continued from Preceding Page)

on vegetable and animal oils as enumerated above from March 7 to 13, 1924, inclusive. On the information gathered at this hearing the commission outlined its plans of conducting these investigations.

"Kept in close touch with the Wurzbach Bill in the House of Representatives. This bill proposes to place a 3 cent per pound duty upon palm oil, sulphur olive oil and sesame oil, a ½ cent per pound duty upon copra in addition to duties upon other oleaginous materials. If this bill becomes dangerous the Bureau is ready to combat it.

"Conducted an investigation of the domestic soya bean oil industry in the States of Indiana, Illinois, Missouri, Iowa and Wisconsin, securing data which made it nossible to retute the claim that the duty on soya bean oil was causing the upbuilding of a domestic soya bean oil industry.

"Cooperated with farm organizations and farm leaders in developing the true facts as pertains to duties on foreign vegetable and animal oils.

¹⁷Rendered valuable aid by work at State Department and Department of Commerce in connection with foreign treaty proposals and foreign tariffs affecting exporters of vegetable oil products.

"Published a monthly magazine, the Oils and Fats Economic Review, showing in the columns of same the fallacy and injuriousness of tariffs upon vegetable and animal oils."

In addition to the foregoing the Membership Committee recites a number of the other activities of the Bureau, important among which is the forestalling by the Bureau of Raw Materials of the effort to place a 10 per centum ad valorem duty upon sulphur olive oil and securing definite classification of sulphur olive oil upon the free list.

The Committee in its brochure also describes the general fat and oil situation in the United States showing that the only effect of duties upon foreign vegetable and animal oils is to restrict American industry.

Excellent progress is reported as being made in the acquisition of new members for the Bureau of Raw Materials.

ren-

rees late for

in-

late of

lied

its

ude

was h is l as

tha

ude

om-

11111

and

ses

iniing

ght,

ub-

ing

not

the

lis-

ate

nd

ut.

in-

ng

nts

ed

n-

nt

ne

u-

es

il

va

g

n

d

y

d

SOAP MANUFACTURERS CONCENTRATING IN NEW YORK

Chicago Also Attracts Some Wise Managers Who Figure on Freights, Markets and Other Essentials to Keep Costs Down and Put Profits Up

During the past year, there has been a notable movement of soap manufacturers toward thickly populated centers. Particularly, has this concentration been in evidence in the Metropolitan District of New York. Leading soap makers have either removed plants to places in or near that center or have purchased existing plants or started new branches within easy distance of the world's largest city. A similar, although not quite so comprehensive a movement, is in evidence in the Chicago District.

In New York to mention but a few of the most conspicuous examples of this tendency, it is noted that Lever Bros., Armour & Co., and the Palmolive Co. have all recently established branches of their great enterprises within fifty miles of the City Hall. These together with Colgate & Co.'s great plant in Jersey City, the Kirkman plant in Brooklyn and the multitude of other small plants within the same radius have made the Metropolitan District one of the world's greatest centers of soap manufacture. And the tendency to branch into New York territory is not yet at a standstill. It is probable that the coming year will see even more developments of this kind in this particular territory.

Greater Advantages Sought

Undoubtedly, there must be certain important advantages to be gained by a soap manufacturer who has his main establishment or at least a branch of his establishment in or near New York City and to a lesser extent in or near Chicago. Were this not the case, this rapid development of the industry in these sections would not be taking place. Soap plants, and especially those of the great manufacturers, are not established by guess. There are good and sufficient reasons for the spending of millions in the erection of new plants or the acquisition of established ones or the action would not be taken.

Probably the most weighty of the reasons for the developments of the New York and Chicago districts as soap centers is the question of freights. Ordinary qualities of soap are not expensive. They are comparatively cheap. Cheap articles cannot stand heavy freight rates without so unduly advancing their costs as to seriously interfere with their sales. Competition in the soap industry is keen. Manufacturers cannot afford to absorb very heavy freight charges for their sales sheets do not show any too great profits on ordinary types under present conditions. They cannot pass on the charges to the jobbers if their competitors' freights are low. To do so would interfere with their sales.

The soap market in the Metropolitan District itself is no mean item. The population of this area is nearly a tenth of the total population of the country and its per capita consumption is probably greater than it is in many other sections of the country. It is an industrial center in which soap of industrial quality is used in tremendous quantities. In addition it is a next door neighbor to the great New England textile center where the consumption of soap runs into enormous figures.

If a manufacturer is to tap these markets and sell his products in them, he cannot be under the burden of an excessive freight rate. His only recourse is to establish himself or a branch of his manufacturing business within reach of this center. Those who up until a short time ago had no such branches, were forced in self-protection to establish or acquire them. They were losing a tremendous quantity of business to their more conveniently situated competitors. Their policy in recent months was therefore the obvious one.

Raw Material Centers

The Chicago section is another great consuming center of the soap trade. In addition it is a distributing center for manufactured products of all kinds covering an enormously wealthy and prosperous market. This section of the country cannot be reached from any other center with the facility afforded by Chicago. As a railroad and shipping center Chicago is pre-eminent. From it radiate direct lines of communication over the entire Middle West. A soap factory m or near this center is obviously well fixed to get its products into the hands of consumers in that section with a minimum of expense.

In addition to the matter of freight rates on finished products of the industry, there is another apparent advantage in being near the centers in which are the principal markets for raw materials. New York is, of course, the center of the chemical industry and through the New Jersey section are scattered the plants of many of the most important suppliers of heavy chemicals for the soap manufacturer. He can get virtually store door delivery of his chemicals at very moderate expense. In addition, New York is a fairly active market for fats and oils which are among the most important of the manufacturers' raw necessities. Goods are practically always available there even when they are hard to get in other sections and the markets can be more closely watched and purchases made to better advantage than in many other sections.

For the same reason, Chicago again comes to the fore as a center of the industry. It is probably the greatest oil and fat center in the world. Certainly, it is pre-eminent in this regard in the United States. In chemicals it is somewhat handicapped although some of the Michigan plants for the manufacture of alkalis can offer exceptional facilities for the Chicago producer. Certainly, no other two cities are as conveniently located in this regard as are New York and Chicago. Undoubtedly, this was a further influence in determining the location of some of the recently established branches of soap manufacturers.

Labor Question Important

Labor is another factor which must enter into the choice of location for any factory dependent at all upon it. Here there is room for argument. There is a certain section of employers who contend that it is easier, cheaper, and more satisfactory from the standpoint of labor turnover and ease of securing workers to locate in a small city where opportunities for profitable employment are not so great as they are in the larger centers. However, these so-called advantages would seem to be offset by other equally well recognized disadvantages.

It is true that competition for labor is less in the small city but at the same time the migration from these small

sati

the

wh

the

chi

its

tra

wl

dis

ter

of

tity

to

ris

towns to the great centers of population is merely another form of the same sort of competition which is in evidence in New York, Chicago and other centers. It is even worse, for it takes an available man wholly out of the community while in the great centers it merely transfers him from one industry to another and often releases an equally valuable man for employment elsewhere.

There is little doubt that available supplies of labor are great in and near New York and that on the whole, labor is better satisfied in such environment. The same thing is true of Chicago and other large cities. Whether or not labor played a part in the decision of large companies which have recently established New York branches, it is certain that they will be able to secure an ample number of workers here and at equitable wages.

Aids Export Trading

The status of the export markets for American soap has been discussed in a recent series of articles in this journal. Further articles of the same nature are to follow. The trend of each of the articles so far printed has been that American export trade is expanding and is accounting for larger and larger tonnages almost every year. As yet the surface of the export possibilities for American soaps has hardly been

Reference to these recent articles will show that in nearly every instance price has played a large part in the sale of soaps to foreign countries and particularly to those of South America and the West Indies. Obviously, a soap manufacturer located in the principal export port of the United States and the port which commands the bulk of the South American export business is more favorably situated to introduce his products and to sell them profitably in that market than is the manufacturer who must haul his product to the seaboard at heavy expense before he can ship it out from New York.

Whether this consideration has played an important part in the growth of New York as a soap manufacturing center, it is impossible to determine. The advantages to be gained from the growing export trade in soaps is obvious and doubtless was in the minds of those responsible for the development of manufacture here. In the future, this growing trade will be an even greater incentive for the location of plants at the seaboard whether in New York or other ports. And New York is likely to have the preference in this respect on account of the numerous other advantages which it presents to the manufacturer in search of a location for an export factory or branch.

More Concentration Coming

Despite the recent concentration of manufacturing units in the Metropolitan District, there are a large number of firms which are yet to expand into this territory. It is not too much to expect that many of these will find it to their advantage to locate their factories or at least a branch of their enterprises here in the near future. They can hardly be blind to the obvious advantages outlined in this article, and some of these advantages will probably be brought home to them with particular force when they take stock of the difficulties with which their particular businesses are faced.

The development of the soap industry in New York and also in Chicago, while great already, can be said to be only in its infancy. The success of the New York and the Chicago brands and the gradual movement of the most important and progressive of the manufacturers into these centers is bound to be impressed upon their competitors. The opportunity for more widespread world distribution, the opening of the tremendous markets afforded by the populations of these two great cities, their convenience material markets and their adequate supplies of labor for any and all manufacturing enterprises make them the most available sites for manufacturing units. The concentration which is now going on is certain to continue. Progressive manufacturers will look into the situation carefully with a view to bettering their own positions in these important respects.

SULFURIC ACID IN GLYCERINE DETERMINA. TION BY BICHROMATE METHOD*

It was shown in this periodical (1921, 47, and 1922, 22) that in glycerine determination by the bichromate method it is sufficient to use sulfuric acid of 1.230 specific gravity. Supported by analytical results of a crude glycerine especially suited for this I am now able to show that the density of the acid may not be greater than 1.230.

The preliminary clarification of the crude glycerines and glycerine waters according to the "Methods of International Standards" suffices in by far the largest number of cases. But there are certain glycerine waters, including crude glycerines in which, in spite of careful previous clarification for analysis always certain impurities remain which become oxidized with the glycerine, and in this process the degree of concentration of the sulfuric acid plays an important role. If the density of the acid is greater than 1.230, then these impurities are for the greater part or entirely oxidized and are computed as glycerine; but which are not oxidized, or oxidized only to a small extent, with sulfuric acid of the density of 1.230. Especially striking was this difference in analysis in case of the investigation of a crude acidified glycerine from Holland. This resulted by the bichromate method according to the process of the "International standard determinations for the investigation of crude glycerine" in 85.79 per cent glycerine, but by the use of sulphuric acid of the density of 1.230 in 84.61 glycerine. The concentration of the acid is by the standard determinations 50 volume per cent, corresponds therefore to a density of about 1.50.

For the purpose of comparison repeated check determinations on chemically pure glycerine resulted by the use of sulfuric acid of a density of 1.50 in 86.75 per cent glycerine, a density of 1.30 in 86.75 per cent glycerine, a density of 1.23 in 86.75 per cent glycerine. In order to make absolutely certain all five samples were once more simultaneously oxidized and tried out. The results were the same as above. The rancid, sweat-like odor of this kind of crude glycerine betrayed the nature of the non-glycerines, which by application of concentrated sulfuric acid are oxidized at the same time and so condition the observed errors.

A sample of pure glycerine artificially mixed with readily volatile fatty acids shows without previous clarification, on application of sulfuric acid of a density of 1.50, 91.88 per cent glycerine; acid of a density of 1.23, 90.39 per cent glycerine.

Pure glycerine mixed with lactic acid shows, on applica-Pure glycerine mixed with lactic acid shows, on applica-tion of sulphuric acid, of a density of 150, 89.86 per cent glycerine; of a density of 1.30, 89.86 per cent glycerine; of a density of 1.23, 89.86 per cent glycerine. Chemically pure glycerine reacted in the oxidizing process

exactly like the glycerine mixed with lactic acid.

BY ENGINEER J. KELLNER. (Communication from Laboratory II of the firm George Schicht S. G. in Aussig E.)

*From Zeitschrift der Deutschen Öl und Fett-Industrie, vol. XLIV,

BLEACHING OILS AND FATS

A comparison between dichromate and benzoyl peroxide bleaching is made by Bolis (Ind. Saponiera, vol. 23 [1923], p. 78-9). The latter process is better for edible oils, since no subsequent removal of added materials is necessary, and the method is cheaper. The traces of benzoic acid left in the oil are innocuous.

Olive-husk oil, which is dark and of low quality, is unbleachable by dichromate, but benzoyl peroxide bleaches the oil when added at the rate of 0.15 to 0.20 per cent. A warning is made that commercial (Italy) grades of peroxide may be very inactive.

2)

od ty.

e-96

ty

nd

a-

of

ng

ri-

ch

SS

an

an

or

ch

th

ıg

on

ed

10

on

ne

e-

a

of

e.

of

ly

as

le

at

ly

er nt

:

95

V.

DIFFICULTIES IN SOAP MANUFACTURE*

By VICTOR SEIDL, Vienna.

The satisfactory development of the processes in the manufacture of grain soaps depends upon three circumstances:

- 1. The right quality of the raw materials.
- 2. The appropriate, undamaged manufacturing equipment.
- 3. The knowledge of the soap makers based on practical experience.

That correct raw material be furnished for the task is undoubtedly a principal condition for the achievement of satisfactory results. What expert soap maker has not had the experience of being blamed for the failure of a kettle when inferior raw material was the cause, especially during the time of scarcity of raw materials during and after the war, when anything was sold and bought! How often do boilings perfectly successful for a long period, suddenly fail to turn out in the desired manner under exactly equal conditions!

Finding a Wrong Ingredient Too Late

Thus a soap boiler known to me tried in vain in the sweat of his countenance to bring together the ingredients of the soap. It was only after examination of the "vegetable oil" employed that the error was discovered: in its place machine oil had been furnished. For this reason all raw material before use should at the very least be examined as to its appearance, and if possible it should also be chemically tested. A small test laboratory and a correspondingly trained working force should be a part of every soap factory which expects to work nationally. The expenses connected therewith are richly repaid by avoiding disappointments and discovering frauds by the tests. Only an analysis can determine whether an apparently advantageous business offer is not in reality unfavorable in consequence of the poor quality of the material. Such a test is the more necessary since wrong material may be offered also by mistake.

If it has unfortunately happened that a considerable quantity of machine oil, vaseline, etc., has been added to a kettle, it is best to gelatinize the remaining fats, as ordinarily and to set them aside for a considerable time. The mineral fat rises then to the surface and can be drawn off easily.

Even by the use of normal raw materials difficulties may arise when on the one hand perfectly neutral fats, like fresh lallow, lard, etc., and on the other hand materials containing high free fatty acids like bone fat, old tallow etc., or pure fatty acids are used in the charge.

Some Points on Action of Fresh Tallow

Fresh tallow saponifies only with difficulty; therefore the emulsion process must be started with weak lye—in direct heating with lye of 10—15° Bé. by direct steam with lye of 20-25° Bé. Otherwise the emulsion, by which the fat is finely subdivided, is not formed; and it is in the form of the emulsion that a large surface of attack is offered to the lye. If in spite of boiling fat and lye remain separated, it is necessary by addition of water to dilute the lye which has been added. But in this thinning process one must be careful not to go too far, and must therefore add the water in small portion so as not to add too much; otherwise there is need of

too large a quality of salt in the salting out, on the one hand; on the other hand a foam or sud formation will occur which is difficult to correct. Furthermore there will be needless dilution of the spent lye, and thereby its further use is made difficult by the lessening of the glycerine content. If in spite of moderate thinning combination does not occur, then (it is advised to) add to the contents of the kettle some soap trimmings.

Too violent boiling is to be avoided. On the contrary a temporary interruption of the heating process favors the formation of the emulsion. During such temporary apparent rest the smallest fat and lye particles which enter into chemical union are still in motion, although slowly. They have thus more time to combine than they have when they rush by each other while the kettle contents bubble up violently.

When the Soap Boiling Goes Too Strong

If one has gone too far, and the kettle contents are already covered with a considerable foam blanket, then the excess of water, and with it the foam, may be removed by boiling down with direct heat or indirect steam. But if only direct steam is available then the soap paste must be concentrated by new addition of fat and strong lye.

But it may happen that the soap paste, which at the beginning was emulsified at a later point of time may separate again if the lye is added too rapidly or in too concentrated form. Although in this case the emulsion may be formed again rapidly by the addition of water, such a separation should if possible be avoided. The fat particles not yet saponified are in this case enveloped by a thin soap film, which interrupts the further saponification. By the subsequent thinning process this film is only with difficulty dissolved, and it may occur that small quantities of unsaponified fat pass over into the finished soap. This makes the soap soft, spotty, and later rancid.

During the chemical union, in consequence of the heat reaction, violent expansion occurs. This must be counterbalanced by letting off one-fifth to one-fourth of the kettle contents for expansion space. If the mass begins to rise, then it is well to try to cool the soap by checking, turning off the steam, or damping the fire. If this is not sufficient, then the contents may be chilled by a few dippers or buckets of water well poured over the entire surface. For this reason water must be placed ready for use. Although with sufficient precaution a boiling over of the soap may be prevented, the floor of the workroom, at least near the kettle, is to be cleaned before the boiling begins, so that in case of an overflow of the soap no dirt, wood particles, etc., can get into it on removal from the floor, which operation is best attempted after cooling.

If the fats to be used contain many free fatty acids, easily saponifiable, which is ascertained by chemical investigation, there is danger that the soap, if the lye is added suddenly, will become thick and lumpy. This sudden combination, however, can occur only when a certain added portion of lye is completely taken up by the fat. Accordingly it may be avoided if further addition of alkali is made previously to the complete combination of the latter, as long as a light bite on the tongue still exists.

Likewise the lye for saponification should not be added

^{*}Soifensieder-Zeitung, March 27, 1924, Vol. 51, No. 13, and April 3, 1924, Vol. 51, No. 14.

ma the the Th

per

ma

at fro wh (r is

wi ha of

> pip lig

> fra

co

de It

> ex by ex ye ac

to rapidly, from over great anxiety, since thereby the disturbance of the union already referred to occurs.

In most cases the warning of the sudden combination is indicated by a change of color. The soap becomes thicker (not to be confused with the apparent thickening on the disunion in consequence of the action of the lye) and tougher, and begins to puff, and is difficult to crutch. soon as the first signs set in, then without delay a considerable quantity of lye must be added and its thorough mixture must be aided by crutching. In order not to go beyond the right measure here it is advisable before beginning the boiling to prepare approximately the amount of lye necessary for the saponification; in case of 20 degrees lye about the same weight as the fat, in case of stronger lye correspondingly less. It would be a mistake to try to make the thickening soap more fluid by increasing the heat. The "sudden combination" is a chemical process which is only accelerated by raising the temperature. The mass becomes lumpy paste only more rapidly. For this reason it is advisable to interrupt the heating process, and to heat the soap again only after adding the lye to warm the soap again in order to dissolve lumps already formed. danger in connection with the use of easily saponihable fats may be lessened by addition, before beginning of the saponification, of 1-2 per cent of salt, figured on the quantity of fat. The salt has a disturbing (or retarding) action, which in a measure makes difficult the saponification of the added Here, however, one should not exceed 1 per cent, since otherwise the saponification does not pass off normally.

But if a thick paste has already formed, this must be dissolved by boiling and crutching in a small excess of lye. In order to be sure that no particles of unsaponified fat remain, the mass is to be allowed to thoroughly boil one to two hours longer after the solution has been apparently completed. The excess of lye is thereupon again neutralized with fatty acid. After two-thirds of the total amount of lye has been consumed the danger of too quick reaction is diminished.

If fatty acids are to be used, the difficulty just discussed could not be avoided by the normal working method. Apart from the application of the carbonate method the saponification proceeds without disturbance if the fatty acid is added to the lye. The excess of lye which is thereby left over prevents the thickening, but does not further disturb the saponification, since the fatty acid reacts under all conditions with this excess.

The saponification fatty acids, with caustic lye in its practical bearing, comes into consideration only for the manufacture of soft soaps. In the making of soap with soda nowadays fatty acids are probably used exclusively with the carbonate method. That this has been introduced more slowly than one would believe in view of its great advantages is to be explained on the ground that many practical soapmakers have prejudices against this method. But these prejudices are explained only by incorrect working methods. Thus, e. g., the soap, by the incomplete expulsion of the carbon dioxide, becomes soft and unsightly. By the development of the carbon dioxide during saponification the content of the kettle expands much more violently, and sufficient expansion room must therefore be provided for. The danger of boiling over is best met by adding the fatty acid in several small portions, the second one only where the first has been thoroughly boiled a considerable time with the soda lye.

The expulsion of the carbon dioxide is expedited if one uses a funnel tube in adding the fatty acid which at the bottom of the kettle ends in a bent extension perforated with small openings. By this contrivance the fatty acid is compelled to pass out in finely divided condition. The boiling with direct steam or the introduction of compressed air by a force pump is also advantageous. The latter, however, must be employed only as long as is absolutely necessary since the foam forming by its use is difficult to remove later on.

In order to keep the soap more fluid, and thereby to facilitate the departure of the carbon dioxide, 2 to 4 per cent of salt computed for the fat content, are added

cent of salt, computed for the fat content, are added
That all carbon dioxide has been driven out is determined
by the fact that a warm sample into which dilute carbon
dioxide is poured no longer develops bubbles.

Another frequently occuring mistake is that the soda is computed on the basis of the total quantity of the commercial fatty acid used. Since however in such fatty acid more or less of un-split neutral fat is present, which cannot be saponified with carbonate of soda, there remains in the completed product on the one hand sodium carbonate, and on the other unsaponified fat. Therefore it is absolutely necessary to exactly determine the fatty acid content by a chemical analysis, and on the basis of this, or, to be safe, on the basis of about 5 per cent less, to compute the necessary soda (21 parts of carbonate of soda to 100 parts of fatty acid). It is also a mistake to add the caustic lye necessary for saponifying the neutral fat traces as long as free sodium carbonate is present, since the caustic alkali, in consequence of its strong capacity for reaction, at once reacts upon the fatty acids, and so a part of the soda, as also of the neutral fat, remains uncombined.

Before beginning the salting out, the running off of the soap paste must be tested during a considerable period of boiling. If it remains unchanged the fat is completely saponified.

The poor hardening of grained soap is to be explained in complete salting out by too large an addition of salt. One should therefore go no further than is absolutely necessary, and always make use of sifted salt, in order that loose lumps of salt may not delay the salting out in an unintentional way. In order to avoid the necessity of too large quantities of salt for the salting out, it is desirable, in making grained soaps, to always only boil hard fats, and saponity eventually soft fats by themselves. In boiling with salt lye soap solution the addition of fat must consist of at least 20 per cent of soft fats. The limiting lyes of a soap mixture with grain fats alone are too little different, so that a partial salting out would not be distinctly successful.

that a partial salting out would not be distinctly successful.

Frequently difficulties occur in the salting out of the excess alkali in the salt lye soap solution.

That for this purpose only rosin or fatty acid can be used is self evident since neutral fat in consequence of the presence of salt can not be acted upon by the alkali or at most suffers only slight change. If a slight excess of fat was taken, which is indicated if a sample of the curd after cooling remains soft, and sufficient salt has been added, the spent lye after sufficient thorough boiling must be clear and perfectly free from soap.

Many unsatisfactory results are to be explained by unsuitable combination of the fat mixture. As already stated, this fat mixture, in making grain soap with salt lye solution, must contain at least 20 per cent soft fats, cocoanut or palm oil or their fatty acids. Certain fats, as e. g., cotton oil, linseed oil, sesame oil, rape seed oil, refuse fats, blubbers, may constitute only at most 25 per cent of the fat mixture. By using a higher per cent they diminish greatly the quality of the soap. Such a soap has then a tendency to become spotty and rancid, and takes on a disagreeable odor.

The rosin content also may not exceed a certain proportion. Up to 20 per cent rosin is in several respects advantageous. It lessens the expense of the soap, improves the appearance, makes it smoother, and makes better lather. By adding too much rosin, however, the soap becomes soft, sticky, and turbid. Self evidently the limit is influenced by the rest of the fat mixture. If the latter consists for the most part of soft fats, the percentage must be less, say 10-15 per cent, to make best grade grain soap, than it is when principally tallow, hardened fats, etc., are used, in which case 15-20 per cent of rosin may be used.

As regards the efficiency of manufacturing operations, good insulation of all steam pipes is very important. Apart from the loss of heat, the danger is very great that in consequence of the formation of large quantities of water by condensation the contents of the kettle become too much diluted. For the same reason superheated steam must also be constantly used, and the pressure should amount to at least six atmospheres. In case of a new charge it is advantageous to determine the quantity of water which is condensed during the normal time of boiling in such manner that a definite quantity of water is boiled with direct steam and the resulting increase is measured.

The perfect functioning of the boiling requires above all regular control and conservation of the machinery used in the manufacture. In spite of the manifest advantages of making repairs of the slightest defects, it yet always happens

la is

mer

mnot

and utely by a

safe,

parts c lye

Ikali,

once a, as f the od of letely ained

salt

utely

rable,

oiling

of a

nt, so ssful. f the

an be

or at

after

d, the

y unstated,

lution,

palm on oil, bbers,

xture. juality

ecome

advan-

es the

r. By

ts for

ed, in

Apart hat in

water

much

st also

to at it is nich is nanner

ove all

ges of appens

g

that such repairs are delayed until finally they must be undertaken, but then at considerable increase of expense and labor.

and labor.

It is, further, to the interest of every undertaking to charge an intelligent worker with the conservation and control as well as the mainpulation of the equipment and machines within the scope of his activities; for instance, the presses, the cooling apparatus, the devices for melting the fats, etc., and he must also be responsible for same. Thus, e. g., the motors may not be attended to by different persons, but the same trained individual should perform this duty. To avoid embarassments by the absence of this trained man, a substitute worker must be educated to act in emergencies.

emergencies.

In order to avoid damages by freezing in Winter time at the close of the operation the water must be drawn off from the exposed pipes, as well as the condensed water which accumulates in the steam pipes and duplicate (reserve) kettles. The tubes through which the molten fat is conducted must always after use be thoroughly blown out with steam so that no fat remains behind which later would harden and cause difficulties. If in consequence of neglect of the above mentioned precautions water or fat should freeze in the pipes, it is advantageous to thaw out these pipes by wrapping them with rags soaked in kerosene and lighting them. Be careful of fire danger!

In order to make the process rational, the forms and

In order to make the process rational, the forms and frames of the cooling apparatus must have dimensions corresponding to the soap cutting machines, in order to

corresponding to the soap cutting machines, in order to cause the least possible waste.

The practical knowledge of the soap maker is self evidently of decisive influence upon the success of the soap. It is a well-known error of most beginners, after short experience at the kettle, to imagine that they have eaten by the spoonful the wisdom necessary for soap making. The experienced soap maker knows that for him even after years of practice new problems still bob up. Only a routine acquired by years of practice makes possible a confident, quiet procedure and a certain instinctive resort to counter measures when dangers arise.

Every soap possesses a language, and the better the soap maker understands this the better master is he. To speak figuratively: It is not the maker that should be afraid of the soap, but it is the soap that must tremble before him. Many sleepless nights would the average beginner have saved himself if he had not assumed too much confidence.

Overproduction in Polish Soap Industry

According to the Kattowitzer Zeitung, overproduction of soap in Poland which resulted from previous inflatory conditions in the industry, is now resulting in price competition and deterioration of quality, reports L. J. Cochrane, of the staff of the Trade Commissioner, Warsaw, Poland, to the Department of Commerce. Animal fats are replacing vegatable oils in soap production. Present prices averaging 90 ploty per 100 kilos (approximately \$17.37) are said to be less than production costs for soaps containing 65 per cent of animal fats. Elimination of smaller factories is beginning. As against overproduction of lower grade soaps, under present conditions of low purchasing power, Polish production of fine soaps is inadequate. Imports are largely from Germany and France.

British Trade in Vegetable Oils During 1923

On a whole the oil and oilseed trade of Great Britain showed a marked improvement in 1923 over previous years, the net imports of oilseeds, nuts and kernels being considerably more than one million and a half tons, or the largest total in the history of the oilseed crushing industry in that country. While the imports of vegetable oils during 1923 into Great Britain were less than in 1922, the exports of oils exceeded the 1922 figures.

Features to Be Found on Other Pages

Readers of the SOAP SECTION may find items of interest in our Trade Notes, as well as in Patents and Trade-marks and Washington and Foreign Correspondence.

FEATURES OF SOAP MATERIAL MARKET

(Continued from next page)

of 60 deg. Be, acid have been available below the manufacturers' quotations. Other chemicals have been easy but declines in prices have not taken place. The general tone of the market is steady despite rather poor business.

Other Soap Materials

The naval stores market has been a little more active during the last few weeks. There has been a fair export demand for high grade rosins and also some little domestic business. On the whole, however, trading has been quiet and an accumulation of goods has resulted from the steady receipts of heavy quantities in the Southern markets. Rosins, excepting the higher grades are cheaper and may be expected to decline slightly during the next two or three months, unless demand is materially improved. Glycerine has been quiet and oils generally easy during the month.

SOAP TRADE OF GREAT BRITAIN

Imports of soaps into Great Britain made little progress during the first three months of 1924 contrasted with the corresponding period of 1923. However, there has been a steady increase in soap receipts since 1922, when a total of 54,020 hundredweight (112 pounds) was received during the first quarter, rising to 69,854 hundredweight in the following year, and to 72,233 in the current period. Polishing and scouring soaps, however, show a heavy decline since 1922. Exports of soaps from Great Britain have increased from

Exports of soaps from Great Britain have increased from 280,079 hundredweight in the first quarter of 1922, to 350,798 in the first three months of 1924, due almost entirely to the expansion in shipments of hard household and laundry soaps which have grown from 253,975 hundredweight two years ago, to 312,920 hundredweight in the current period. All other soaps increased in exports during 1924, although in some cases the advance was not prominent.

Price Cutting Reported on Laundry Soap

Philadelphia advices say: "Uncertainty about future prices is the outstanding characteristic of the laundry soap market. This has been brought about by the announcement of a cut in price by one of the largest soap producers in the country in its principal brand, which has national distribution. This reduction was met promptly by a competing brand made by the largest producer in the Middle West and by the largest producer in the Southwest. None of the firms has cut prices in more than one brand and other large producers have not met the reduction. It is asserted there is nothing in the fluctuations of raw materials to warrant the cut."

American Firm Starts Soap Factory in Mexico

An American firm has recently established a branch soap factory in Monterey, Mexico, with a weekly output of 2,000 cases of yellow laundry soap, reports Consul in Charge Paul H. Foster, Monterey, Mexico, to the Department of Commerce. There are thirty-eight employees. Practically all of the raw materials are imported from the United States, as well as the machinery and equipment for the plant. This firm had already established its brands in the Mexican market, and an enlargement of the plant is contemplated in the near future.

Soap Slogans That Couldn't Be Used

A soap manufacturing company advertised a contest for slogans. They also made perfume. Here is a slogan that came in which they could not use. It read: "If you don't use our perfume, for heaven's sake use our soap!"

Exports of Cocoanut Oil in April

More than 1,183,617 pounds of cocoanut oil, valued at \$102,667, were exported during April, according to the Department of Commerce.

MARKET REVIEW ON TALLOW, ETC.

TALLOW

(Written Specially for This Journal)

With the stronger feeling in the middle west and at western points, the market here is also firmer, but not yet quotably higher. Latest sales of New York Extra Tallow were made at 7c delivered to buyers, although 71/8-71/4c is now asked, and pending further developments from western points, it is unlikely that prices here will be much changed during the next few days.

The recent advance in lard and cotton seed oil tends to strengthen the outlook for inedible tallow and grease values.

Greases are firm at 61/4-63/8c for good quality house grease and other grades at relative prices.

June 18, 1924.

June 13, 1914.

TOBIAS T. PERGAMENT.

W. A. STOPFORD.

GLYCERINE

(Specially Written for This Journal)

Since our review of May 14, there has been a better demand for Dynamite Glycerine from the powder trade, although it has not been large, and the situation as a whole. if anything, is a little easier. Chemically Pure can easily be bought at 161/2c in bulk, either on spot or on contract for delivery up to the end of the year and this price is said to be subject to discount in several directions. Conditions are as reported in our last review, with general business showing a further let-up. It is apparent that little improvement can be looked for, for a few months, although the stock market indicates more confidence in the financial world regarding commerce and industry. Any betterment, however. may not appear until late this year or early next year.

VEGETABLE OILS

(Written Specially for This Journal.)

Since our last review, the cocoanut oil market has been quiet. A few tanks changed hands at 8c N. Y. and 73/4c Pacific Coast for June-July deliveries. Consumers do not show much desire to purchase ahead, although on the other hand importers and domestic crushers continue to quote 8c Atlantic Coast and 73/4c Pacific Coast for all deliveries.

There is practically no spot Niger palm oil available at present while stocks of Lagos are fair. Some holders are asking 71/4c N. Y. but it is very probable that bids slightly lower could be worked. With tallow comparatively lower, soap makers are not showing very much interest in palm oils and the little buying interest that has lately appeared seems to come mostly from the tin plate and rubber industries.

Crude corn oil is holding fairly steady at 81/4c to 83/8c f. o. b. mill. A few days ago sales were made at 81/8c Chicago but following the advance of crude cottonseed oil in the South, corn oil also strengthened. Quite a number of mills have recently closed down and some of the large producers are pretty well sold up, so that at present offerings of crude corn oil are rather light.

The textile industry apparently is not using much soap, hence olive oil and sulphur oil have been very inactive.

Foots are quoted at 9 to 91/8c N. Y. but re-sales have anpeared at lower figures. The market abroad, however, for shipment continues much higher.

June 13, 1924.

A. H. HORNER.

INDUSTRIAL CHEMICALS

The inquiry has been slack since our last review of the industrial chemical market. Trading has been limited to small quantities and buyers have apparently had little confidence in the situation. Prices have been generally somewhat easier. Alkalies are no lower. Manufacturers are holding caustic and ash at firm prices, but resellers have had stock to offer in small quantities at a shade below the first hand quotations at practically all times during the month. Imported caustic potash is weaker and has declined fractionally owing to competitive offers of American goods and slightly easier shipment prices from the German market. Sulphuric acid has been unsettled and heavy stocks

(Continued on Preceding Page)

SOAP MATERIALS

Tallow and Grease

Tallow, New York, Special, 63/4c. Edible, New York, Yellow grease, New York, 61/4c. White grease, New York, 7c.

Rosin, New York, June 15, 1924:

Common to good	5.50	I		 							. 5.80
D	5.55	K									
E	5.70	M		 							. 6.05
F	5.75	N		 							. 6.25
G	5.75	W.	G		* *	* *	* *	* *			. 7.00
	5.75	W.								*	. 7.60
Starch, Pearl, per 100 Starch, Powdered, per Stearic acid, single pre Stearic acid, double pr Stearic acid, triple pres Glycerine, C. P., per Glycerine, dynamite, p Soap lye, crude, 80 per Saponification, per lb.	100 lbs ssed, p essed, p sed, pe lb er lb. cent, lo	er lb per l r lb.	b.	 b.		3	.10.11.11.11.11	7	40		.18 .16 .10¼ .11½
	Oi	ls									

Oils		
Cocoanut, edible, per lb	.101/4@	.11
Cocoanut, Ceylon, Dom., per lb	.0878@	.09
Palm, Lagos, per lb	.07	$.07\frac{1}{2}$
Palm, Niger, per lb	.061/2@	.063/4
Palm, Kernel, per lb	.083/4@	.09
Cotton, crude, per lb., f. o. b. mill	.081/8@	
Cotton, refined, per lb., New York	.097/8@	
Soya Bean, per lb	.117/8@	.121/8
Corn, crude, per lb	.101/4@	
Castor, No. 1, per lb	.151/2@	
Castor, No. 3, per lb	.15 @	
Peanut, crude, per lb	.12½ no	
Peanut, refined, per 1b	.141/200	.15
Olive Foots, prime green, per lb	.09 @	.091/2

Chemicals

Soda Caustic, 76 per cent, per 100 lbs 3.20 @	3.20
Soda Ash, 58 per cent, per 100 lbs 1.38 @	1.45
Potash, caustic, 88@92 per cent, per lb.	
N. Y	.071/4
Potash Carbonate, 80@85 per cent, per lb.,	
N. Y	.061/4
Salt, common, fine, per ton	24.00
Sulphuric acid, 60 degrees, per ton 9.50 @	11.00
Sulphuric acid. 66 degrees, per ton14.00 @1	16.00
Borax, crystals, per lb	.051/4
Borax, granular, per lb	.051/4
Zinc Oxide American lead free per lb 077/6/0	$.08\frac{1}{4}$

MILLESON Chemicals

Coumarin, C. P.

Large and small crystals of rich, fragrant odor

"Look for the Blue Label"

other products of

Commonwealth Chemical Corporation

Benzoate of Soda, U. S. P. Benzoic Acid, U. S. P. Sublimed. Benzaldehyde, Technical.

The MATHIESON ALKALI WORKS INC.
25 WEST 43 STREET NEW YORK CITY

PHILADELPHIA PROVIDENCE CHICAGO

Deal Direct with

Bicarbonate of Soda Liquid Chlorine Caustic Soda

the Manufacturer

!/ Sesquicarbonate of Soda BleachingPowder~Soda Ash

924 re ap-

r, for

of the ted to e consomers are

have by the ing the as denerican stocks

York,

. 5.80 . 6.00 . 6.05 . 6.25

18

.16 .10¼ .11½

.09 .07½ .06¾ .09

.121/8

nominal

3.20 1.45

.07¼ .06¼ .24.00 .011.00 .016.00

.05¼ .05¼ .08¼



-at Rock Bottom Prices

Round, double-faced, strictly machine made puffs.

Made of wool or velour manufactured on our own looms. Thoroughly sterilized and sealed in sanitary containers before shipment. Ribbon in any color to harmonize with your package.

Write for Samples and Prices.

Valmont Mfg. Co., Inc. 154 Eleventh Avenue New York, N. Y.



DIRECT IMPORTERS FROM THE ISLANDS

P. & P. DE RODE FRÉRES & DAMMANN, INC.
71-73 MURRAY ST. S NEW YORK

SIMPLEX

AUTOMATIC FILLING AND CLOSING MACHINES

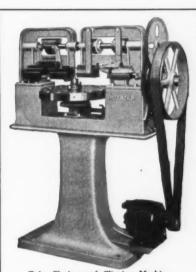
Save Time, Labor and Money



Get the machines with the Improvements—Increase your Production—Cut your Operating Costs.

These machines are the result of long research and are successfully handling all VISCOUS, SEMI-VISCOUS and LIQUID Materials.

We also manufacture Hand Filling and Closing Machines together with a full line of Cosmetic Machinery.



Tube Closing and Clipping Machine Patented and Patents Pending

THE Tube and Jar Filling Machine is our Power Type and can be used successfully on all semi-solid products. It eliminates the difficulty experienced in filling Face Creams, Paste and similar Toilet Preparations. It fills from the bottom up to exclude air which would ordi-

narily be trapped in the container when filling with spatula or otherwise.

Type "H" is our Hand Power Filling Machine which likewise will handle the above named materials. 30" High, 9" Wide, Weight, 30 lbs.



The Automatic Power Closing and Clipping Machine is adjustable to all size tubes and equipped with all safety devices.

Our Hand Power Type "S" closer and crimper has an adjustable tension and will crimp from the smallest to 13/8" tubes. 7" long. Bench Space 15" by 6". Weight, 25 lbs.

Write for Full Information about these and other Automatic Filling and Depositing Machines.

The Filler Machine Co., Inc.

1254 East Montgomery Ave. Philadelphia, Pa.

New York Office 30 Church St.

Chicago Office 53 W. Jackson Blvd.

San Francisco Office 112 Market Street



Pat. Pending

DO YOU KNOW

THAT THE SUPREME COURT OF THE UNITED STATES HAS DECLARED

- 1. That an unregistered trademark is valid only in that portion of the United States where it has been actually used in business?
- 2. That you cannot prevent another from using your unregistered trademark in that portion of the United States where you have not previously used it?
- 3. That a user of your unregistered trademark in another portion of the United States can prevent you from using it there, although you may have adopted it years before he did?

From the above you will see that you may be unable to extend your business under your unregistered trademarks.

Have you protected these most valuable assets of your business by proper registration in the United States Patent Office?

Consult the Patent, Trademark and Copyright Department of the

Perfumer Publishing Company, 14 Cliff Street, New York City

IF YOU NEED ANY KIND OF MACHINERY

ASK US

Perfumer Publishing Company 14 Cliff St. New York

Information Department

An Excellent Book on Flavors

"FLAVOURING Materials, Natural and Synthetic," by A. Clarke, F.C.S., contains much practical data which the author has gathered from years of experience in a chemical and technical capacity with the foodstuff and beverage trades.

This is the most comprehensive book on the subject yet published. Twelve chapters, eleven illustrations, 166 pages, bound in cloth.

Price \$2.85

Perfumer Pub. Co.

14 Cliff Street

New York

0

S your label **inviting** or is it a mere identification mark?

Very often perfumers are too close to their own problems to find a ready solution for them. In such cases the disinterested advice of a competent manufacturer of labels with a perspective gained from years of experience is often of considerable value to perfumers in their search for new, inviting, artistic and sales-producing labels.

For perfumers in the West and Middle West our Chicago branch is well equipped to render complete service.

Richard M. Krause

130 West 42nd Street **NEW YORK**

CHICAGO OFFICE AND FACTORY

BOSTON 450 LITTLE BUILDING 429 W. SUPERIOR STREET R. A. BOWMAN, Representative

COMPAGNIE DUVAL

32 CLIFF STREET

NEW YORK

AROMATIC CHEMICALS AND SYNTHETIC FLOWER OILS OF OUR OWN MANUFACTURE

Citronellol Citronellol Acetate Rhodinol Rhodinol Acetate Lilac Sweet

Narcissus Geraniol Geranyl Acetate Gardenia Heliotrope Fleur Oriental M
Rose (American Beauty)
Linalool
Linalyl Acetate (70%
to 90%)

Jacinth Rose Jasmin White Syringa Wistaria

SOAP PERFUME OILS AND OTHER OILS FOR TECHNICAL PURPOSES FROM 45c LB. UP

Sole representatives in the United States and Canada for the following firms:

SCHMOLLER AND BOMPARD GRASSE, FRANCE

LEADERS IN NATURAL PERFUME MATERIALS OF SUPERIOR QUALITY



Can Offer at Attractive Prices

Palma Violet Concrete
Genet
Tuberose
Rose
Jasmine Flower Oils, Etc.

FRANZ FRITZSCHE & COMPANY HAMBURG, GERMANY



Benzyl Acetate
Benzyl Benzoate
Heliotropine
Linalyl Acetate
Terpineol
Violet 100%
(Alpha Beta-Methyl)

MARIO DE PASQUALE MESSINA, ITALY



SPECIALTIES

Mandarin TERPENELESS

Bergamot

Lemon

TERPENELESS
TERPENELESS

Orange TERPENELESS

As well as all other Handpressed Oils

D. M. BAKARDJIEF, KARLOVO, BULGARIA OTTO OF ROSE

As it comes out of the still

Our Chemists Are at Your Service for Any Information That You May Desire at Any Time
Free of Charge.

THE STANLEY MFG.CO.

DAYTON, OHIO



E O EMERSTOS CON COS

STANLEY

"The Outside Evidence of Justile Quality"

Introducing the NEW

MEL-O-ART STANLEY LABELS

The value of color to center attention is of first importance. The wonderful color blending of MEL-O-ART FINISHES attracts the eye most forcibly and is therefore the center of attraction of your container.

SEE SAMPLE ON REVERSE SIDE

There is no obligation when you write or phone one of these men for samples and facts

- MR. S. WOODSON HUNDLEY New York City Representative 202 W. 92nd Street, Phone Riverside 9830, NEW YORK CITY, N. Y.
- CHAS. A. RINDELL, INC. - Middle Western Representative Suite 505 Garrick Bldg., 64 W. Randolph Street, CHICAGO, ILLINOIS
- MR. R. F. STIDHAM - - California Representative
 P. O. Box 141, OAKLAND, CALIFORNIA
- MR. RICHARD HOFFMAN Southern California Representative
 418 Central Building, LOS ANGELES, CALIFORNIA
- CLEVELAND NOVELTY COMPANY, Cleveland Representative 820 West Superior Avenue, CLEVELAND, OHIO
- PINTO & MALABEL - - Southern Representative 524 Jefferson County Bank Building, BIRMINGHAM, ALABAMA

THE STANLEY MFG. CO.

Members of American Manufacturers of Teilet Goods Association

See other side for sample of Stanley Label





EAUTIFUL, distinctive vanities created and manufactured by the MAJESTIC METAL SPECIALTIES

Our Triple No. 509-3





Lipstick

Closed View



LET US CREATE A DISTINCTIVE PACKAGE FOR YOU





WRITE FOR FULL INFORMATION

MAJESTIC METAL SPECIALTIES, INC.

342 West 14th Street NEW YORK CITY

Phones: Cheisea 2780

One Man Said:

"Your liquid soap-shampoo well deserves its popularity. I have been selling high-priced and low-priced liquid soaps for the past twenty years and I know what I am talking about. In a chemical analysis I made of your liquid soap-shampoo with two nationally advertised brands, yours proved superior in soap contents and purity; and yet your prices are lower. How do you do it?"

We like to hear these things and especially to have one of our customers say it.

A demand has been made upon us for a four-ounce bottle of shampoo for the trade. This we have ready for sale but will tell our followers more about it in the July issue.

Glenco Products, Inc.

Manufacturers of Perfumes and Toilet Preparations

3905—2nd Ave., Brooklyn, N.Y.

LO COLO LO COL

Very Important Reasons

We believe we are the largest manufacturers of cosmetics and metal novelties at prices that will be agreeably surprising.

- 1-We control the entire output of several large metal container plants.
- 2—We manufacture all our compacts.
- 3—We do all our finishing and buffing.
- 4—We do all our own plating and coloring.
- 5—We manufacture our own vanity puffs.
- 6-We do our own art work.

Taking all these factors into consideration, we are in a position to quote you prices which are astonishing.

Each and every department is managed by men who have spent many years specializing in this field of manufacture.

We will supply compacts, boxes, puffs, or the complete package.



No. 520 2½ Inch—High Polish



No. 520 2½ Inch—High Polish

Samples sent by request

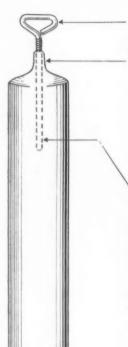
THE REICH-ASH CORP.

Largest Manufacturers of Cosmetics and Novelties

59-61 Reade Street New York

ዸ፟ጞቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቒጟቔጟቜዹ

Note These Sales Features:



Loop top makes it possible to hang up tube easily and conveniently.

- Spreader cannot come out unless unscrewed. Prevents hardening of contents.
- Screw spreader cannot stick fast. Can be easily unscrewed and always remains serviceable.

Spreader may be had in any length.

Patented January 31, 1922. Owned and exclusively manufactured by Turner White Metal Co.

Keeps the contents Constantly Usable.

If interested we would be glad to confer with you as to how this tube may be adapted to your needs. Plain or decorated.

Perfect Lithography.

Expert Workmanship.



We are specialists in the manufacture of plain and decorated collapsible tubes of all sizes for every purpose. Let us figure with you on your requirements.

Turner White Metal Co., Inc.

Manufacturers of Collapsible Tubes Since 1898

New Brunswick, N. J.

THE FINEST COMPACTS EVER MADE

It is unusual for a manufacturer to win the open praise of his customers. We are grateful for and proud of the expressions in the letters below. They testify unreservedly to the truth of our statement-"Makers of the World's Finest Cosmetics."

TERRI TOILETRIES

489 Fifth Avenue, New York

American Perfumers' Laboratories, Inc. 151 West 19th St.

New York, N. Y.

Gentlemen:

We congratulate you and incidentally ourselves on the improvement you have brought to the manufacture of compacts by your process.

The texture and quality are superior to any that we have ever seen and our opinion in this regard is substantiated by our customers.

Delivery of our order was continued.

Delivery of our order was exactly in accordance with your promise. Accept our thanks.

Very truly yours,

TERRI TOILETRIES. L. G. Moiles, Purchasing Agent. LGM:GL

NEW YORK FRENCH EXPORTS, Inc. 8 West 47th St., New York. June 14, 1924.

American Perfumers' Laboratories, Inc. 151 West 19th St.

N. Y. C. Gentlemen:

We confess that we did not expect a literal fulfillment of your promise that you would produce for us the finest rouge and powder compacts ever creat-ed, and so we gladly acknowledge that you have in every way proved the superiority of your new process.

"The compacts you are delivering to us are, in our opinion, the finest that have ever been produced here or abroad. They have met every test and we be-lieve that we may fairly call them— perfect.

Very truly yours, K. M. BOORMAN,

New York French Exports, Inc. KMB-RM

A WONDERFUL NEW PROCESS

creates these superfine compacts of rouge and powder whose soft, creamy texture is uniform right down to the base. Their surprising strength with such softness is a revelation. Delicate tints in powder and smart, daring shades in rouge are shown.

We respectfully invite manufacturing perfumers to inspect these superior compacts.

American Perfumers' Laboratories, Inc.

"Makers of the World's Finest Cosmetics"

151-153 West 19th Street

New York

BIOLOGIC - 10000000000

YOU DON'T BUMP AGIN' THE HORIZON IN OUR COUNTRY



Guaranteed to be within the limits of the following analysis:—

THE SUCCESS OF "PLAIMAR"

is because it is "Better." It wasn't offered until the delicate aroma of the West Australian Sandalwood was developed in the highest perfection. The first shipment was made in June, 1921; by October, 1923, it was sought after, and

TODAY "PLAIMAR" IS FAMOUS

For the past eighteen months "Plaimar" has been used in the public Hospitals of Perth and Fremantle. The West Australian Government have made special regulations to conserve wood for "Plaimar" distillation.

PLAIMAR, LIMITED

PERTH

WEST AUSTRALIA

Agents in U. S. A.: IMPERIAL EXPORT CO.

25 Whitehall Street

New York, N. Y.

Hand-Painted Vanities





To feature Belle Hovey Hand-Painted Compact Boxes is to impress upon the better class patronage of this country the undeniable fact that yours is a package with a quality keynote—a package where service and beauty go hand in hand. Over 60 Different Models.

Private Brand Toilet Preparations

Creams, Powders, Perfumes, Lotions, Shampoos, Shaving Cream, Lipsticks, Eyebrow Pencils, Compacts (Powder and Rouge)

OUALITY

SERVICE

PRICE

With these three fundamental principles of success we desire to serve your requirements in the complete cosmetic line.

All Items Under Your Own Name if Desired

Rouge

Compacts

Creams

Hair Preparations

All Shades

All Shades

Cold Cream Vanishing Cream Bay Rum, Lilac, Eau de Quinine Olive Oil Shampoo, Bandoline, Etc.

All Sizes

All Sixes

anishing Cream eroxide Cream kin Foods

Manicure Requirements, Face Letions

Matching all odors

Write for full information

SALIKOF AND BELLE HOVEY LABORATORIES

126 No. 3rd St., Philadelphia, Pa.

New York, 1340 Broadway

(Phone Market 3037)

(Phone Fitzroy 3333)

Beautiful Round Paper Boxes for Face Powder

RANDOLPH ROUND BOXES

Especially Appealing to Feminine Taste



No. 10



Makers of Fine Paper Boxes Since 1877

No. 1S

THE RANDOLPH PAPER BOX Co., INC.

1307-1313 Ross Street RICHMOND, VA.

COSIN COSMETICS

Under Your Own Private Brand



COSIN products are the strongest safeguard for the protection of your good name as a distributor of superior products, because in buying our raw materials, we are even more exacting than you are in choosing the finished products.

Rouge and Powder Compacts, Lipsticks, Eyebrow Pencils, Cosmetique

Samples submitted on request



The Cosin Co.

133-141 W. 21st St.

New York



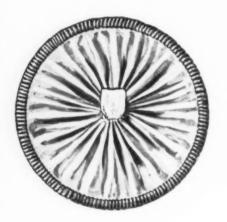


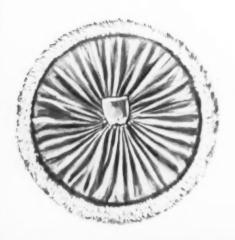




The Puff that adds Beauty to the Package







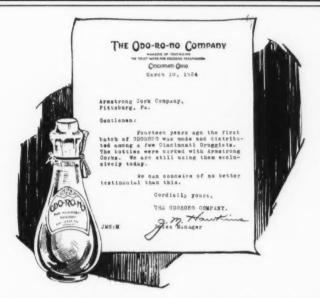
ONE of the cardinal reasons for the popularity of Cosin powder puffs is that we never lose sight of the fact that it is the women we have to please. We know that women prefer those things that are not only serviceable and appropriate, but that are also beautiful—It is this knowledge that has brought Cosin powder puffs to their present popularity.

Write for Samples and Prices.

The Cosin Co.

133-141 W. 21st St.

New York



The Only Closure Ever Used for Odorono

ODORONO has never been stoppered with anything but Armstrong's Corks. And this preparation has been on the market for 14 years!

Read what Mr. J. M. Hawkins, Sales Manager of the Odorono Company, wrote on March 10, 1924:

"Fourteen years ago the first batch of Odorono was made and distributed among a few Cincinnati druggists. The bottles were corked with Armstrong Corks. We are still using them exclusively today.

"We can conceive of no better testimonial than this."

Evidently the Odorono Company have found Armstrong's Cork Service most satisfactory. And you will, too. Armstrong's Corks are so reliable—the size and taper is always correct and the quality is so uniform.

The secret of such dependability lies in careful sorting. Armstrong standards of quality are definitely established and are maintained at all times, thus upholding the enviable reputation which Armstrong's Corks have earned during the last 64 years.

. Why not specify Armstrong's Corks on your next order? There is a grade that will meet your requirements exactly.

Armstrong Cork Company, 139-23rd St., Pittsburgh, Pa.

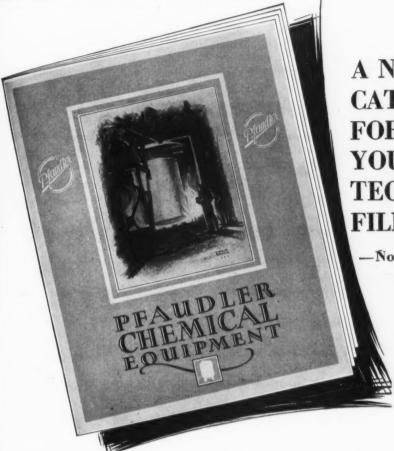
Armstrong's Corks

If You Need Collapsible Tubes —plain or decorated



HORAK MANUFACTURING CO.

2522-24 S. Western Avenue, Chicago, Ill.



A NEW CATALOG FOR YOUR **TECHNICAL FILES**

-No Obligation-

Aside from standard designs mentioned below, this catalog shows Pfaudler Glass Lined Steel Equipment installed under a variety of conditions, and in a wide range of in-dustries. It also gives standard sizes and dimensions on the various units.

Pfaudler Glass Lined Equipment has many advantages in the handling of chemical products which can never be present in a metallic tank of any sort. Results have been greatly improved by the adoption of this equipment in plants where the container problem has been an annoying one. Perhaps we can help you.

Among the standard types manufactured, are:

Glass Lined Pressed Steel Glass Lined Horizontal

Glass Lined Storage Tanks
Glass Lined Evaporating
Glass Lined Truck Tanks*
Glass Lined Mixing Tanks
Glass Lined Percolators*
Glass Lined Deodorizers*
Glass Lined Emulsifiers
Glass Lined Stills Glass Lined Kettles
Glass Lined Emulsifiers
Glass Lined Portable

Tanks Glass Lined Vacuum Pans*

Glass Lined Digesters* Glass Lined Railroad Car

* Described in separate literature sent at your request.

THE PFAUDLER CO.

The World's Largest Makers of Glass Lined Steel Equipment

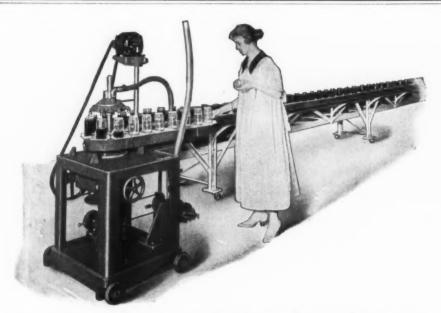
ROCHESTER, N. Y.

Branches in Main Centers

			MAIL	THIS	COUPON	
The Pf 217 Cu Rochest	audler tler B ter N.	Co., ldg., Y.			*****	1924
Gentlen	nen:			l com	plete de	tails on
a					terested)	
Name						



GLASS LINED STEEL EQUIPMENT



For Cold Creams-Salves-Pomades-etc.

The Visco Filling Machine

This is the machine that is filling Vick's Salve, Musterole, Mentholatum, etc.

Cold creams of Hudnut, Vivaudou, Pond's Extract, Larkin and Rigaud.

Pomades like Hair-Groom and Stacomb.

LePage's Paste and many similar products filled in a semi-liquid state.

These manufacturers use the Visco Filling Machine for this difficult work and get clean, accurate, and betterfilled packages at lowest cost.

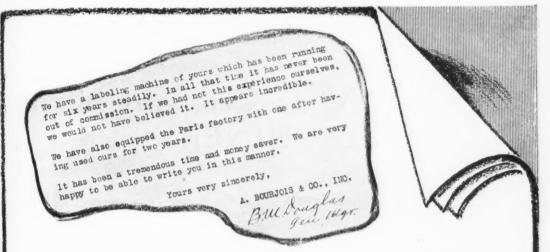
Just one operator. 30 to 60 jars a minute filled uniformly without waste or mess of any kind.

We manufacture smaller machines and complete equipment for rinsing and drying jars, filling, cooling, screw capping, conveying, etc.

THE KARL KIEFER MACHINE CO.

Cincinnati, Ohio

924



New York and Paris



After two years satisfactory service in their New York plant, A. Bourjois & Co., Inc., decided their Paris factory should have the same dependable labeling service as they were receiving here.

So they bought another World Labeler for installation over there.

The World Labeler has made an enviable record in both factories for neat, uniform and speedy labeling.

What the World Labeler is doing for this and many other manufacturers it can do for you. Send for particulars.

Economic Machinery Co.
18 Grafton Street
Worcester, Mass.

WORLD LABELER

SOAP AND GLYCERINE MACHINERY

Soap Machinery:

We manufacture a complete line of machinery for producing laundry soaps, toilet soaps, soap flakes, powders, creams, and soft soaps, as well as special and medicated soaps, from the raw materials to finished product.

Glycerine Equipment:

We have a complete line of evaporating equipment for the recovery of crude glycerine from soap lyes, Twitchell and Autoclave waters, etc., in capacities from 500,000 to 10,000,000 pounds of fats saponified per year, both in single and double effect systems. Plants are supplied complete in every detail, with blueprints and instructions for erection and operation, and need only to be erected and connected to steam, water, and lye lines.

Engineering Services:

Our many years experience in the design and construction of soap plants in all parts of the world allows us to offer our facilities for the design of new plants, as well as the modernization of existing plants, and to assure customers of the benefits of this wide experience.

We are especially equipped, through our varied and thorough knowledge of the soap industry, to devise new and effective means of carrying out the process of soap making, both for standard or for special articles.

Inquiries:

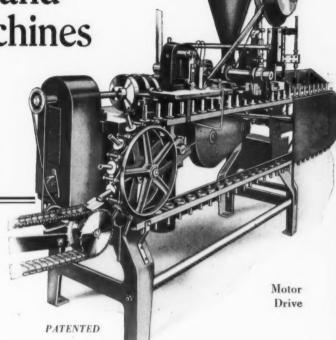
We solicit inquiries covering the above, requesting that specific information as to quantities, raw materials, power requirements, etc., be furnished.

Houchin-Aiken Co. Inc.

ENGINEERS & MACHINISTS HAWTHORNE, N. J.

The "Rolls Royce" of Filling and Closing Machines

Meets Present Day Demand For Production— Efficiency—Perfection of Operation.



One Operator

Entirely Automatically Controlled AUTOMATICALLY FILLS, PRECLOSES, DOUBLE OR SINGLE FOLDS, CLIPS, DATES AND EJECTS 40 TO 50 TUBES PER MINUTE.

Fool Proof

- (1) FILLING—Uniform—Perfectly Clean—No Drip— Wide Range of Consistency—Does Not Operate, When Operator Skips Tube.
- (2) PERFECT SHAPE—Without Wrinkles or Kinks. Dents Smoothed Out. Each Tube Uniform.

No Wiping Required (3) DISCHARGES ONTO CONVEYOR ATTACHED TO MACHINE—Eliminating Another Operation As They Are Fed Direct Into Cartoning Machine.

THE

Weimann Bros. Manufacturing Co. DERBY, CONN.

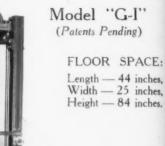
Three Machines In One

- 1. An Automatic Gross Weight Scale with Auger Feed.
- 2. Adaptable as a Volumetric Filler.
- 3 Automatic Packer.

Pressure can be used where Containers are too small to hold the required weight—without Packing.

Among manufacturers who successfully use this machine are the following: Armour & Co., Cheramy, Houbigant, Chas. Ross Co., National Dental Co. and E. R. Squibb & Sons, whose products are shown in the illustration.

"American" Universal Electric Weigher



Any kind and Any Style of Container can be used on the same machine by simply using special augers and filling tubes for the various styles of containers and speed required.

ALL TALCUM and FACE POWDERS—or any POWDERED MATERIAL—can be packed by this machine. (1) **Dusty** (without dust), (2) **Sticky** (without sticking), and (3) **Free flowing.**

Positively uniform:—We leave the matter of accuracy of weights entirely to your satisfaction. Rapid—15 to 30 packages per minute—depending on size and style. Built entirely of steel with the control parts at bottom totally enclosed and away from dust.

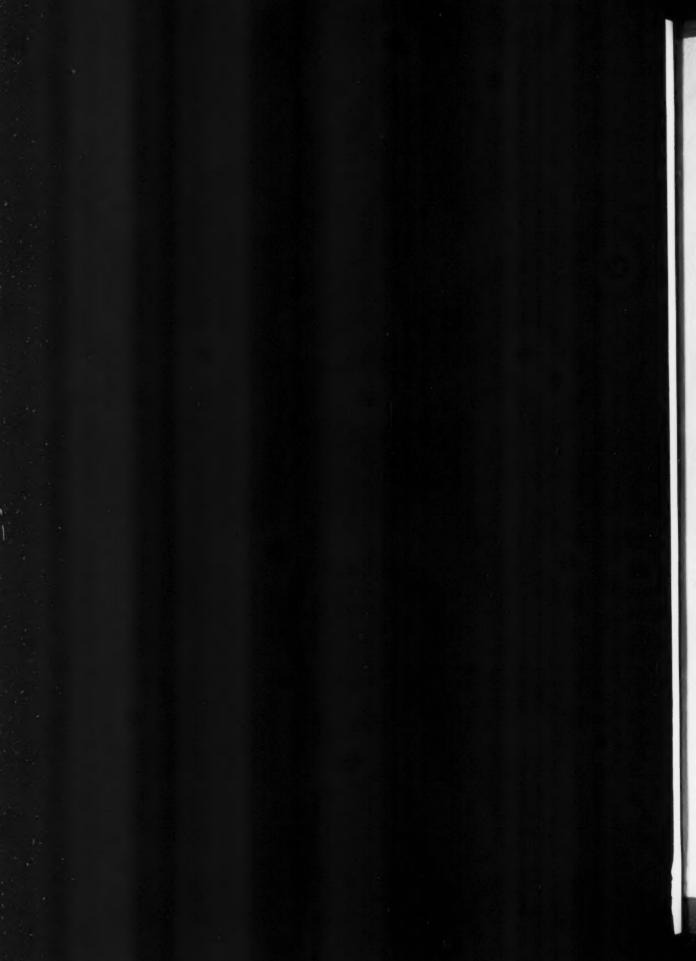
Write for Full Information about our other labor and time saving machines

American Machinery Co., Inc.

Main Office and Factory: 330-348 N. 12th St.

New York Office B. F. Adams, 30 Church St. Philadelphia, Pa.

J. F. McGhee Western Representative





A dependable source of supply

If we continued in this business for a hundred years the supply of superior talc rock now in sight would enable us to furnish the same high grade Talc that we are now shipping to toilet goods manufacturers.

It is conceded the finest, flufflest Talc produced any where ~ See the detailed story on other side.

SIERRA TALC COMPANY

Los Angeles, California.

Stock and service in principal cities.



Color that blends—

In a recent report of an investigation made by Raymond Ladoo of the Bureau of Mines he states that: "Color in a talc is not only an index of value but often is also an indicator of the proper methods of milling."

Manufacturers of high-grade face powders, toilet powders, foot powders, creams, pastes and lotions know how essential it is to use talc of a pure white color—not an unnatural corpse-like white, but of a color that will blend readily with the natural color of the living skin.

The talc mineral from which come our Sierra Cloud and Sierra Snow brands is massive and granular, rather than fibrous or foliated and when put through the fine and careful grinding processes turns out a clear, natural brilliant white powder—which many of the leading users declare as being the most perfect talc milled.

Both Sierra Cloud and Sierra Snow brands mix readily with other powders. Both carry just enough luster to be desirable in the manufacture of toilet goods. Both in addition to their "natural" color properties are practically free from injurious lime. They contain no grit, specks, dirt, dust, stringers or ravelings—and the fineness never varies from year to year.

SIERRA CLOUD

Our Sierra Cloud brand is obtained from the finest dust made in the grinding process. This dust is caught in special dust collectors, and is the finest and fluffiest floated-by-air product we know of. An extra fine product for finer uses which will pass through bolling cloth.

It is used in the manufacture of especially fine, highgrade toilet and face powder.

SIERRA SNOW

Our Sierra Snow is milled much finer than the regular grades of No. 200 mesh talc. It is as light and fluffy as ordinary flour, so that it can be readily mixed with other powders when necessary. This property gives it a marked advantage over talcs which are heavy and dense in consistency, and therefore difficult to mix.

Write for our new booklet "The Story of Good Talc."

We can give you prompt shipment on all orders. In order to facilitate shipments we are maintaining distributors' stocks in the following cities:

New York

Boston

Philadelphia

Detroit

Chicago

St. Louis

SIERRA TALC COMPANY

: :

Equitable Bank Building Los Angeles, California

HYDROXYCITRONELLAL 100%

Highest Quality

GERANIOL EXTRA

With the Odour of Fresh Rose Petals

A. M. TODD COMPANY

KALAMAZOO

MICHIGAN, U.S.A.

Established in 1869

Kremol—Oil for Cold Cream

A pure white mineral oil of exceptional quality especially refined for use in manufacturing COLD CREAMS, NOSE and THROAT SPRAYS. Made in two grades—LIGHT and HEAVY.

Medicol

A medicinal white mineral oil of super-quality. Manufactured especially for Internal Use. Made in five grades. LIGHT. MEDIUM HEAVY. EXTRA HEAVY and SPECIAL HEAVY. All grades more than conform to the requirements of the U. S. P.

Sherpetco

Petrolatum
Amber Lily White
Light Amber White Superfine
Cream White Snow White
Manufactured from strictly
PENNSYLVANIA CRUDE, filtered for COLOR, TASTE and
ODOR, All grades conforming
to U. S. P. requirements.

Sheroline

A synthetic petroleum jelly, anow white in color, used as a base for COLD CREAMS, CAMPHOR-ICE, SALVES, OINTMENTS, etc.

Our products are made for manufacturers of cold creams, eintments and other toilet and pharmaceutical preparations. Highly refined, tasteless, edorless and absolutely pure. Our specialists will confer with you on any problem involving the use of mineral oils or jellies.

Formulae for cold creams, lotions, salves, etc., available to our customers without charge.

WRITE FOR SAMPLES AND FULL INFORMATION

Sherwood Petroleum Co., Inc.

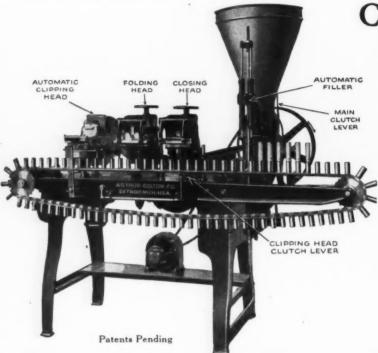
Quality Products-the standard by which all others are judged.

^

General Offices: BUSH TERMINAL

Telephones | Sunset 8049 | Sunset 7862 BROOKLYN, N. Y.

Refinery: CORAOPOLIS, PA. Eastern Works: BROOKLYN, N. Y.



Colton No. 6c

Filling, Cleaning and Wiping, Folding, Clipping and Dating Machine

> Capacity 45 to 50 tubes per minute.

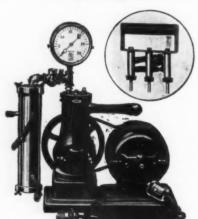
This machine is recommended on large runs.

> Send for Circular Fully Describing

Arthur Coltor Company

2604 East Jefferson Ave. Detroit, Mich-U. S. A.

"VACCU" BOTTLE FILLER



Patents applied for

Hundreds of these Piston Type Vacuum Pumps have been used for years with no maintenance cost whatsoever, and the operating expense is negligible.

COMPLETE

FEATURES:

Fills 4,000 1-oz. bottles per hour. Other sizes in proportion, from 1/2 oz. to quarts.

Portable! Can be set in any convenient place near bottles.

All bottles fill uniformly. No spilling, no waste. No experience required. No installation expense. Simple adjustable filling handle fits all size bottles.

All metal parts touching liquid are brass, nickelplated, and can be disconnected from pump in one minute for cleaning.

Operates from lamp socket. Nothing to get out of order.

State electricity on lamp circuit when ordering

ALSOP ENGINEERING CO., 47 West 63rd St., New York

MANUFACTURERS OF "Hy-Speed" Mixers, "Vaccu-Filters", Portable Electric Pumps, "Vaccu" Bottle Fillers 924

nd

ng

"International" System of Vacuum Hand Filling

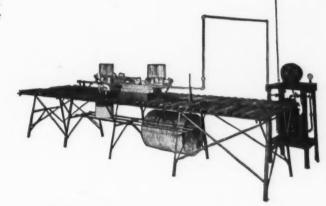
Central Vacuum Power Plant operates as many filling stations as may be needed in any part of building. Hand Fillers to suit any bottle in two stem adjustable or two, four or six stem non-adjustable. Fills bottles in trays to uniform height without drippage, detecting bottles that would leak after being filled. The most flexible and economical

filling equipment on the market. Saves money, labor, liquid and floor space.

Full particulars on application.

INTERNATIONAL FILLER CORP.

Factory and General Offices Petersburg, Virginia



REPRESENTATIVES:

BOSTON L. M. Selleck 131 State St. NEW YORK R. J. Piellisch 207 Water St. CLEVELAND A. K. Einstein Union Bldg.

ST. LOUIS Gus Linhardt Pierce Bldg.

LOS ANGELES Ware Glass Co. 784 S. Central Ave. SAN FRANCISCO Ware Glass Co. 1066 Mission St.

\$30,000 per year SAVED

by one manufacturer of toilet specialties when he had the courage to adopt one style of our

Three-Process Boxes

(Printed or Lithographed—Cut and Creased—Machine Assembled)

Save Materials

Save Labor

Increase Profits

Ask your box man for "Brightwood" boxes, or send us samples and ask for particulars.

National Packaging Machinery Co.

190 Green Street, Jamaica Plain, Boston, Mass.

50 Church Street, New York City

108 South La Salle Street, Chicago



For Quality Production Use A Read

IF the quality of your product depends upon efficient mixing, you should carefully investigate the qualities of the Read 3-Speed Mixer.

This machine will give to any batch a complete mixing and beating, which cannot be equaled by hand or with any other machine.

For the mixing of tooth pastes, shaving creams, lotions or any other product of similar texture, the READ is the best.

Write for further data and catalog.

READ MACHINERY CO.

Dividends!

OOD tubes pay dividends! Executives, who have given the subject the attention it deserves, fully recognize this fact.

Tubes are important! It plays a big part in merchandising your products—it can gain or repel attention—it can obtain or lose good will—add to their apparent value—or weaken their appeal—increase or retard sales.

With our larger manufacturing facilities to meet the demand for GLOBE TUBES, Quality is protected from hectic haste, from unprepared expansion.

GLOBE TUBES are uniform, hence more efficient, absolutely clean and above all, SAFE. The attractiveness of GLOBE TUBES is helping manufacturers of national reputation to market their products.

If you think the tubes you use can be improved in any way, communicate with us. GLOBE TUBES are an investment that pays dividends.

"The Tube of Mechanical Perfection"

Globe Collapsible Tube Corp.

401-405 JEFFERSON STREET HOBOKEN, N. J.

DAY MACHINERY



DAY Lightning Packer for High Speed Work

THE DAY Steel Frame Packer is designed especially for speeding up the output of your plant and for heavy duty. In the home office files of The J. H. Day Company are unsolicited letters from many of the largest manufacturers of toilet goods preparations and other products in the country telling of the remarkable speed and enduring qualities of the Lightning Packer. Whether it is a half ounce or a six-pound package you wish to fill, this DAY equipment will do the work. If your needs are special, DAY will build a special machine to suit your needs.

Equipped With Automatic Feeder

The work of the Lightning Packer is facilitated by the use of this feeder. It can be connected with a bin or hopper above and adjusted so as to keep the same amount of material in the hopper at all times, insuring uniformity of work and saving a great deal of time spent in handling material.

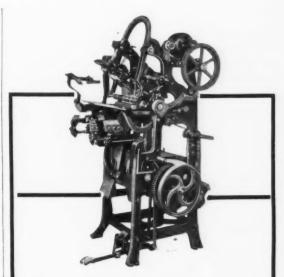
Write for a copy of our Catalogue of Special Machinery.

THE J. H. DAY COMPANY

Cincinnati, Ohio

New York Boston Buffalo Philadelphia Kansas City Chicago Columbus Milwaukee Minneapolis Pittsburgh Chicago St. Louis Atlanta Dallas

BUILT TO ENDURE



Neat, Rapid and Economical Labeling With the ERMOLD

All savings in production costs may be credited to profits.

With the Ermold your labeling costs will be naturally decreased. In addition you will have the assurance that your package carries the fullest advertising value that a label neatly and cleanly applied can give.

Our range is 12 drops to 1 gallon. May we estimate on your requirements?

EDWARD ERMOLD CO.

World's Largest Manufacturers of QUALITY Labeling Machines

Hudson, Gansevoort & Thirteenth Sts. New York, N. Y.

CANADA GREAT BRITAIN
Frayseng Cork Co., Matthew Wylie & R. J. Lecomte
Ltd., Montreal & Toronto London & Glasgow
Paris

ERMOLD'S SPECIAL LABELING GUM KEEPS PERFECTLY, PROMPT SHIPMENTS. CITRONELLOL RODINOL.

AMBRETTOL 100% (Musc Ambrette)

BENZYL ACETATE (Chlorine Free)

GERANIUM LEAVES

(Geranium Artificial) SKATOL 100%

HYDROXYCITRONELLAL. PHENYL ETHYL ALCOHOL OLEO MUSC CINNAMIC ALCOHOL (Crystallizable)

ROSE ALPINE

VANILLIN EXTRA FINE

(From Clove)

Products of Merit Manufactured by

TH. MÜHLETHALER, S. A., NYON, Switzerland

Quotations on request

Exclusive American Representatives

ORBIS PRODUCTS TRADING CO., Inc.

General Offices: 215 PEARL STREET, NEW YORK

Branch Office: 159 N. State St., Chicago

FOR TOILET POWDERS

Stearate of Magnesia

Light. Great Adhesiveness. Pure White. Immeasurable Fineness. Heavy if desired. Dusts out under the puff like the finest pollen.

Stearate of Zinc

Odorless. Impalpable. Pure White. Water-Resisting. Great Adhesiveness. Light or Heavy as desired.

Stearate of Tin

A pure product especially adapted for use in manicuring polishes and similar preparations.

We are manufacturing the foregoing on a large scale. Deliveries in any quantity from one barrel to a carload. Prompt shipments.

WRITE FOR SAMPLES AND PRICES.

FRANKS CHEMICAL PRODUCTS COMPANY

55 Thirty-Third Street

BROOKLYN, N. Y.

Office and Laboratories Bush Terminal Building No. 9 Stocks Carried:

Telephone: Sunset 1337-4797

Chicago St. Louis San Francisco

24



Artistic Perfume Vials

A Good Medium to Sell More Products

THESE beautifully striped, imported Perfume Vials come with elongated leak-proof glass stoppers, with nickel slip or gilt screw caps. Their forms vary to suit every need. Can also furnish 5H, striped, same size and style as 4H. Also 52EE, beautifully striped, ½ oz. capacity, same style as 52A. Provide for your Holiday requirements. Prices reasonably low. Write for samples and quotations.

Sole American and Canadian Distributors:

BelgianTrading Co., Inc.

44 Whitehall Street New York, N.Y.

CHICAGO OFFICE
Clarence Morgan & Co., 335 W. Ontario St.
PHILADELPHIA OFFICE
Douglas W. Stewart, 2119 Spruce St.



Non-Metallic Collapsible Tubes

(Not Made of Gelatin or Celluloid)

Hygienic
Distinctive
Transparent or
Opaque in all
colors.

Unbreakable.

Not affected by water or climatic changes.

Feather weight—1/7 of glass.

Easily filled and sealed.
Printed or lithographed.
Always retain their form.

Ideal for ointments (mercurial and iodine), powders, pills, tablets and cosmetics of all kinds, etc. No chemical reaction between container and contents.

Write for samples and prices.

Laboratories Fully Equipped for Filling and Handling Tubes.

PERFEX PRODUCTS CORP.

70-72 ROME ST.

NEWARK, N. J.

IANUFACTURERS OF



Collapsible Tubes and Containers—Non-Metallic—Sanitary—Transparent



Beautiful Baccarat Glassware

DAINTY, sparkling, crystal clear creations in glassware for discriminating perfumers.

You may purchase bottles for less money than we charge but you cannot obtain greater value than we give regardless of what you pay.

Guerin-Pouyat Elite, Ltd.

Sole Agents for United States and Canada

43 W. 23rd St. New York, N. Y.

The Lorscheider-Schang Company, Inc.

45 ANDREWS ST., ROCHESTER, N. Y. 1133 BROADWAY, NEW YORK CITY



Designers and

OF

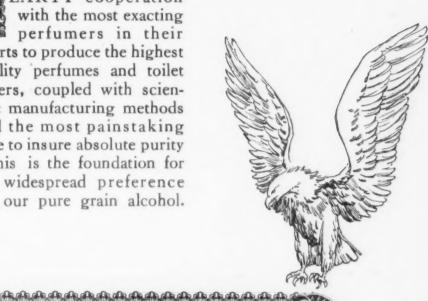
Highest Grade Boxes Only

FOR

Complexion Powders, Perfumery and Toilet Articles

The Spirit of the Nation

EARTY cooperation with the most exacting perfumers in their efforts to produce the highest quality perfumes and toilet waters, coupled with scientific manufacturing methods and the most painstaking care to insure absolute purity -this is the foundation for the widespread preference for our pure grain alcohol.



Certificate of Quality

is is to certify that the alcohol in



The Rossville Company

LAWRENCEBURG, IND., U.S.A.

The Spirit of the Nation



BRANCHES:

NEW YORK, N. Y. PHILADELPHIA, PA.

CINCINNATI, OHIO GRAND RAPIDS, MICH.

MILWAUKEE, WIS. St. Louis, Mo.

ATLANTA, GA. OMAHA, NEB.

Los Angeles, Cal. Hammond, Ind.

LOUISVILLE, KY.
MINNEAPOLIS, MINN.

PITTSBURGH, PA. BUFFALO, N. Y.

BOSTON, MASS. CHICAGO, ILL.

The Possville Company

LAWRENCEBURG, IND., U.S.A.



FLORASYNTH LABORATORIES, INC.



MANUFACTURING CHEMISTS

EXECUTIVE OFFICES AND WORKS

UNIONPORT, NEW YORK



WE are listing a few of our new synthetics which we have been working on for the past two years. Materials long since known to the foreign perfumers and which we have been introducing into the laboratories of some of our friends, manufacturers of toilet preparations, who have taken long strides in making their products the equal and in many cases superior to the imported ones.

Benzyl Iso Eugenol (Carnation, Narcissus)
Dihydroxy Citronellic Ketone (Lilac, Lily)
Dimethyl Benzyl Carbinol (Lilac, Lily, Narcissus)
Dulcinarome (Fixative)
Guajackyl Phenyl Acetate (Rose, Tuberose)
Methyl Nonyl Acetic Aldehyde (Orange, Jasmin)
Paracresyl Phenyl Acetate (Narcissus)

Paramethyl Quinoline (Honey, Rose)
Phenyl Acetic Ketone (Lilac, Lily)
Phenyl Glycol Acetate (Lilac, Rose)
Piperonal Vanillone (Heliotrope)
Rosindol (Rose)
Tetrahydroparamethyl Quinoline-Civet Character
(Lilac, Rose, Lily)

Pioneer Manufacturers Diethyl Phthalate

Iso Butyl Indol
(Will not discolor)

Methyl Anthranilate C. P.

Phenyl Ethyl Alcohol C. P.

Rhodinol Pure

AMYL BUTYRATE

We are the largest makers of this ester and can offer it in the Absolute and Perfection grades (the latter a special product for the perfumery trade).

ESTABLISHED 1882

THE NORTHWESTERN CHEMICAL CO.

The Largest Makers of Butyric Ether in the World

WAUWATOSA

WISCONSIN

ESSENFLOUR PRODUCTS LTD. MYSORE (S. INDIA)

Distillers of Essential Oils and Manufacturers of Perfumery Producte

Sole Consignees and Distributors

MYSORE

(GOVERNMENT DISTILLED)

SANDALWOOD OIL

Satisfying the requirements of all Pharmacopoeias

Samples and prices will be readily furnished on application to sole representatives

Sole Agents U. S. A.

COX, ASPDEN & FLETCHER

TELEPHONE RECTOR 4586 26 Cortlandt Street NEW YORK CITY CABLE ADDRESS COXASPDEN, N. Y. 924

Vanity Puffs—Quality First

The Puff is the first thing to be seen when opening your vanity case. To create the impression you want, the puff should be of the best quality. That is the only kind we make—

THE BEST

When the compact is almost used up, the puff should still show quality, so that the user will demand your refill or a new case.



ALVA MANUFACTURING CO.

154 Eleventh Ave., New York, N. Y.



NEW YORK OFFICE & SHOWROOM - 152 WEST 42nd STREET

"No-CAP" TUBE

Just what the name implies-

No Cap to Use therefore—

No Cap to Lose!

Spring Closure



Plain Decorated

Collapsible Tubes

Samples on Request

STANDARD SPECIALTY & TUBE CO.

NEW BRIGHTON, PA., U. S. A.

Manufacturer of Collapsible Tubes for 20 Years

ANY ROUND PAPER BOX



We have special facilities for manufacturing round Face Powder and Rouge boxes.

Let us estimate on your next contract.

All boxes can be furnished with powder container

EUGENE K. PLUMLY

N. E. Corner Broad and Federal Sts. PHILADELPHIA, PA.

ESTABLISHED 1840 INCORPORATED
1922

Shipkoff's Pure Otto of Rose

Main Offices: Shipkoff & Co., Ltd. Sofia, Bulgaria

Branch Office: Kazanlik, Bulgaria

Model factories: In all main centers of the Rose District.

Highest Awards Including four Grand Prizes Shipkoff's Otto of Rose is absolutely pure and warranted free from any foreign matter. It is the Standard brand—always uniform and one quality only—the best. It is distilled, with great care, only in the very best centers of the rose district in Bulgaria and from the choicest fresh Damask red roses—being a perfect blend of all the pure Ottos of these finest localities. The bouquet of its aroma is of the richest and sweetest rose odor—without any heavy pungent and vegetable scent. For strength and richness of true rose odor, it has never been surpassed. All high class perfumers use it exclusively. Try it and you will do likewise. Don't hesitate. Do it now.

Distributing depots: Paris, London, Hamburg and in all main perfumery centers.

Montreal Depot: 41-43 Youville Place

> London Depot: 5 Giltspur St. Newgate St. E. C. 1

Original packages: 4, 8, 16, 24, 32, 40, 48, 56, 64, 72 and 80 ozs. each.

American Office

SHIPKOFF & CO., Inc.

219 PEARL ST., NEW YORK, N. Y.

For Toilet Powders

PLYMOUTH STEARATES

04

ZINC-MAGNESIA-ALUMINUM-CALCIUM ZINC OXIDE-JAVA RICE STARCH

For Toilet Creams

PLYMOUTH REFINERY PRODUCTS

COLD CREAM OILS—PETROLATUMS

IMPORTED STEARIC ACID

SUN BLEACHED WAX-CERESENE WAX-PARAFFINES

Exports-M. W. PARSONS-Imports

and

Plymouth Organic Laboratories

New York

MORGAN

3

SPERMACETI WAX

3

WHITE BEESWAX PURE

3

KAOLIN BOLTED

9

TALCUM

3

ZINC OXIDE

6

RICE STARCH

3

ZINC STEARATE

3

LANOLIN USP

0

355 W. ONTARIO ST.

CHICAGO

SUPERIOR 8870

We Supply These Books

Chemistry of Essential Oils and Artificial Perfumes (Parry)	
Vol. I	10.50
Vol. II	8.00
Condensed Chemical Dictionary	5.00
Cosmetics (Koller)	3.50
Die Moderne Parfumerie (Mann)	3.30
In German	6.00
Flavouring Materials, Natural and Syn-	0.00
riavouring Materials, Natural and Syn-	2.85
thetic (Clarke)	2.03
(Tandouch der Nosmetischen Chemie,	12.50
(Truttwin) In German	
Hydrogenation of Ois (Ellis)	7.50
Industrial Chemistry (Rogers)	7.50
Manual of the Essence Industry	
(Walter)	4.00
Manual of Toilet Soap-making (Deite)	7.50
Modern Soaps, Candles and Glycerine	
(Lamborne)	10.00
National Formulary	2.50
Nouveau Formulaire des Parfum et des	
Cosmetiques (Durvelle) In French.	6.00
Perfumery (E. J. Parry)	1.00
Perfumes and Cosmetics (Poucher)	6.00
Practical Flavoring Extracts	
(Kessler)	3.00
Preparation of Perfumes and Cos-	
metics (Durvelle)	8.00
Record of Receipts and Use of Alco-	
hol and Wines (H. W. Eddy-"The	
Bond Man")	
Cardboard covers, 100 pages	2.00
Cloth covers, 150 pages	2.50
Scientific American Cyclopedia of For-	
mulas	5.50
Soap (Simmons)	1.00
*Soapmakers' Handbook (Brannt)	7.50
Soap-making Manual (Thomasen)	4.00
Standard Formulary (Hiss & Ebert)	6.00
* * * * * * * * * * * * * * * * * * * *	0.00
Twentieth Century Book of Recipes,	
Formulas and Processes	4.00
U. S. Dispensatory	12.00
U. S. Pharmacopoeia	3.75
Volatile Oils (Gildemeister & Hoffman	
Vol. I, II, IIIeach	10.00

* Out of stock; being reprinted.

Remit with order, by N. Y. Draft, Money Order or Stamps to

Perfumer Pub. Co.
14 Cliff Street Pub. New York

1924

Our Tubes are Guaranteed Not to Peel or Crack

PURE TIN OR LEAD

PLAIN OR DECORATED



Wheeling Stamping Co.

Eastern Representative GEO. K. DILLER West Broadway, New York

Wheeling, W. Va.

WHEELING, W. VA.
B. E. STOVER, Sales Mgr.

The Best Materials and Workmanship in Paper Box Construction

"BAXTER" QUALITY



SERVICE



QUALITY

Boston Showroom 34 Merchants Row New York Showroom 30 East 42d St.

FACTORIES IN MAINE General Office: Brunswick, Maine





"A Business Built on Recommendation."

Manufacture Your Own Cosmetic Specialties

Consulting Service

YOU must know the fundamental principles of the manufacture of Cosmetics in order to manage your factory properly, to determine the cost of your products correctly and last, but not least, to convince yourself of the purity of your preparations.

We can instruct you in the most practical and scientific way to manufacture your own Specialties.

Compact Face Powders

CET the Compact-Rouge interchangeable dies to Machine with manufacture Compacts of any size or shape on glass or metal discs.

The machine, operated by foot or power, decreases your operating costs and increases your production.

We install plants for the manufacture of Compacts, Face Creams, Indelible Lip Sticks, Waterproof Paste Rouges. Moulds furnished.

Fourteen years' practical experience in the manufacture of the entire Cosmetic line is our guarantee.

Write us on your letter head for full particulars.

JOSEPH L. STUMMER, B. Sc., Ph. G.

Manufacturing and Consulting Chemist

Office and Laboratories

201 Fulton Street

(opposite Hudson Terminal)

New York

Telephone Cortlandt 2327

Cable Address "Cosmetic"



minimit.

THE PROPERTY OF THE PERSON NAMED IN THE PERSON



They Sparkle Like Diamonds

CAPES-VISCOSE, the beautiful, selffixing caps, transparent, translucent or opaque in any color, not only prevent re-filling and substitution, but they protect the contents from evaporation.



THITIIIII

CAPES-VISCOSE, INC.

Sales Office:

132 Madison Avenue, New York

Phone: Lexington 2743

American Works: Delawanna, N. J.



Cap Before Drying Just Put On

104-1





Cap After Drying Fits "Like a Glove" Makes a Hermetic Seal

What Capes-Viscose are and How They are Used

APES-VISCOSE are hoods of cellulose which are slipped wet over the top of corked bottle. They dry quickly and shrink smoothly, forming an absolutely sanitary, non-absorbent and durable seal over the stopper, lip and neck of the bottle, making it impossible for the contents to leak or evaporate.

An inexperienced operator can cap 400 bottles an hour with Capes-Viscose. On some sizes and shapes as many as 600 per hour are capped regularly.

Some of the Prominent Users of Capes-Viscose

R. F. Ingram, Milkweed Cream Nonspi Company Northam Warren Corporation, Cutex Manicure Specialties

Solon Palmer
Ed. Pinaud
Parfumerie Rigaud
Mme. Helena Rubenstein

S. S. White Dental Mfg. Co.
Yardley & Company, Ltd.
American Druggists Syndicate
Chattanooga Medicine Co.
E. R. Squibb & Sons
Strong, Cobb & Company
United Drug Company
Alys
American Barber Supply Co.

Armour & Company
Elizabeth Arden
Harriet Hubbard Ayer
The Bonney Company
Cheramy, Incorporated
Suzana Cocroft Laboratories
Dorothy Gray
Green Barber Supply Co.

CAPES-VISCOSE, INC.

Sales Office:

132 Madison Avenue, New York

Phone: Lexington 2743

American Works: Delawanna, N. J.

Hoshi Pharmaceutical Co. Ltd. Tokio, Japan

Quinine and its Salts U. S. P.

For Medicinal and Denaturing Purposes

PYRIDIN

For Denaturing Purposes

"PURITAN BRAND"

ESSENTIAL OILS SYNTHETICS

BUBECK & DOLDER

Bale, Switzerland

FINE CHEMICALS PHARMACEUTICALS

VIETOR & HOSKEN

160 Pearl St., New York Telephone: Hanover 3224-5 Sole Distributors

Aim For Larger Orders!

Our complete line of perfumers and toilet manufacturers basic synthetic essentials, helps reduce costs of manufacture and increases your jobbers' and dealers' orders.

Send for our price list which is economically interesting.



Bouquet Jane (No. 244)

Delicate and sensitive, yet strong in flowery odor. Unsurpassed for high grade handkerchief perfumes and similar toilet uses.

Trial Oz. \$1.50 Per Lb. \$21.00

Many quantity orders are convincing proof of the quality and demand for this perfume. Highly concentrated and powerful in fragrance.

Trial Oz. \$1.25 Per Lb. \$15.50

Narcisse Fleurs (No. 319B)

An individual delicate perfume, steadily increasing in demand and popularity.

Trial Oz. \$1.75 Per Lb. \$24.00

Essential Oils Terpeneless Oils

SYNTHETIC FLOWER OILS

Moss Rose Red Rose **Jasmin** Cyclamen Jonquille

Heliotrope Wallflowers Neroli Tuberose Acacia

Hyacinth Lilac Blossom Linden Blossom May Blossom Orange Blossom Rose Marechal Niel

We furnish prices and samples or quote on your requirements.

We will appoint selling agents

ERNST BISCHOFF CO., Inc.

135 Hudson St., New York, N. Y. U. S. A.

Telephone Canal 4509-10437

NEUMANN-BUSLEE & WOLFE

MERCHANTS-IMPORTERS-MANUFACTURERS

321-323 N. SHELDON STREET

CHICAGO, ILL.

Synthetic Floral Ottos for All Purposes

Apple Blossom Bouquet de Orient Carnation Fleur de Muguet Honeysuckle Heliotrope Idealine
Jasmin Fleur
Lilac Blossom
Lilas de France
Lily of the Valley
Narcisse

Quinarome Rose Syn. (Near Otto Rose) Rosabla (White Rose) Rosadora R.R. (Red Rose) Syringa de Orient Violet Florence

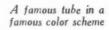
Many others of present popular types.

The above listed Floral Ottos are only a few of our products of which we will be pleased to submit samples and quotations upon request.

When writing us indicate clearly the purpose the Floral Otto is to be used for. This information will enable us to select suitable material for your special requirements.

Write for Our General Price List

Three Beers!
FOR THE RED, WHITE AND BLUE



VICTOR

the tube beautiful

VICTOR METAL PRODUCTS CORP'N 188 Diamond St., Brooklyn, N. Y. We are now located in more spacious quarters at

307-309-311 SIXTH AVENUE

N. W. corner of 19th Street
New York City

Perfumers & Jewelers Box Co., Inc.

Telephone Watkins 5686



DEJONGE Quality Papers



The business of this house was founded some seventy-five years ago to manufacture Surface-coated, Embossed and Art papers of the highest quality for perfume and toilet preparation Box Coverings. We shall be glad to have our branch representative call and help you select papers best suited to your requirements.

May we serve you?

LOUIS DEJONGE & CO.

69-71-73 Duane Street NEW YORK

The Collapsible Tube

NO Camping Equipment or Fishing Party is complete without some First-Aid Ointment. The Collapsible Tube is the only container that will carry this material successfully.

We will be very glad indeed to send samples for inspection or for trial.



The One Perfect Tube





Double Assurance of Value

It is generally agreed that true economy lies in using only the best. Many exacting perfumers say that our rouge and powder compacts are unequalled—and our prices are right, which is a double assurance of economy.

Write for Samples and Prices Today

Immortelle Laboratories, Inc.

128 East 16th Street

New York, N. Y.

LANOLIN

U. S. P.

(Adeps Lanae)

HYDROUS ANHYDROUS

Special Products for Pharmaceutical and

Toilet Manufacturers



Buy direct from

"AMERICA'S ORIGINAL REFINER of
LANOLIN" and obtain a product
guaranteed strictly U. S. P.

American Lanolin Corp.

LAWRENCE, MASS.

AUGUST GIESE & SON

162 William Street New York

FRENCH FILTER PAPER

ALL GRADES



Get Our Prices

In Stock in New York for Spot Shipment



CUTS FULL SIZE









32

No. 237

No. 2

Specialists in Screw Caps and Similar Products

Designers and manufacturers of Sheet Metal Specialties—such as caps for talcum and toothpowder cans and jars in Brass— Polished Nickel Plated, etc. and other metals.

BRASS GOODS MFG. CO.

345 ELDERT ST., BROOKLYN, N. Y.

Herbert O. Hyatt President & Treasurer Frank S. Hyatt Vice-Pres. & Sec'y.

IMPORTERS AND GRINDERS

Prime LEE MOOR, Bolted Grade of ENGLISH CHINA CLAY (KAOLIN)

Foreign— TALC -Domestic

FULLER'S EARTH (Genuine English)

INFUSORIAL EARTH PRECIPITATED CHALK PREPARED CHALK STEARATE OF ZINC PARIS WHITE WHITING—All Grades

HAMMILL & GILLESPIE, INC.

Founded A. D. 1848. 240 and 242 FRONT ST., NEW YORK

Chicago Representatives
A. C. DRURY & CO.

420 Rush St.

Telephone Central 2349

1924



IT is sound business to deal with a manufacturer with an established reputation; for no manufacturer can take proper care of his reputation without taking proper care of you.

August Goertz & Co., Inc.

Metal Specialties

276 Morris Avenue Newark, N. J.



COMPACT BOXES DE LUXE

WE are now manufacturing compact boxes and lipsticks of every description in all metals, all sizes and with the *finest finishes*.

Some entirely new ideas in thin model single and double compact vanities.

Our Prices Will Interest You

DE LUXE ART METAL CORP.

1123 Broadway - New York City

OLEO RESIN LABDANUM

A fixative instantly soluble in alcohol, obtained from the pure GUM LAB-DANUM, from which all the useless and also colored matter (Chlorophyl) has been eliminated. The quality and the attractive price will certainly interest you.

We offer also our latest

Compounded Oils, of Exquisite Fragrances

Parisian Bouquets, Oriental Bouquets, Flower Bouquets

and new creations for all perfumery purposes.

Ask for prices and samples

FELTON CHEMICAL COMPANY, INC.

Manufacturers of Aromatic Chemicals and Synthetic Flower Oils.

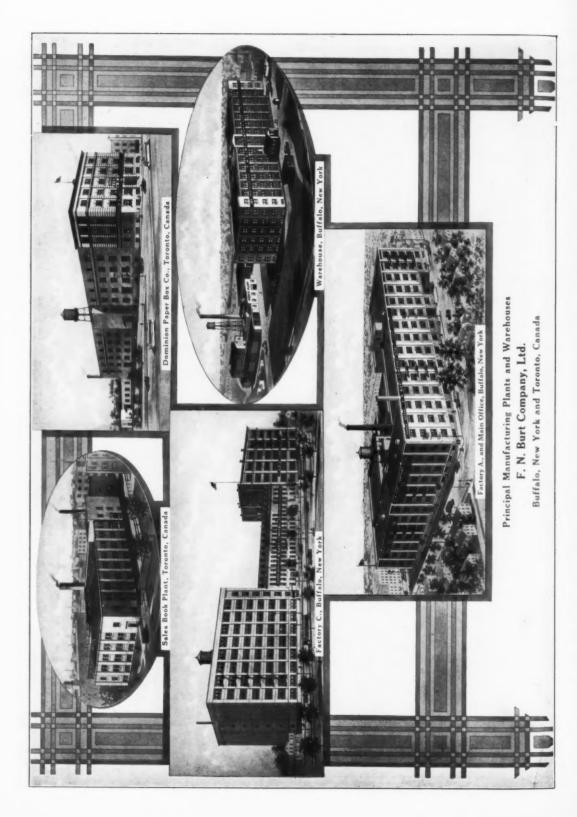
65 Taaffe Place

Brooklyn, N. Y.

Small-Fine
Paper Boxes



MAIN OFFICE, 540 SENECA STREET, BUFFALO, N. Y.



WHEN

you send your prospective customer a small sample of your face or talc powder—

WHEN

does she try it? That is the question—does she put it aside to try later—and perhaps forget it altogether?

IT ALL DEPENDS-

on the way you send the sample—how convenient it is for her to use it

WHEN

she gets it-

USE SAMPLING POWDER PUFFS—

and

WHEN

she writes for a sample—mail her a filled powder puff—so she can use it

WHEN

it arrives at her home-and that is exactly

WHEN

you want her to try it—while it is fresh in her mind.



WHEN

shall we send you more information and samples of our special powder puff sampling

SAY WHEN



The Refillable Puff & Novelty Co.

538 Congress Ave.

NEW HAVEN, CONN.

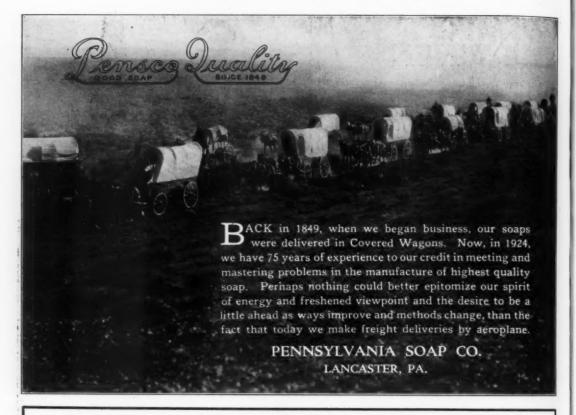


MEXICANZ MEXICANZ



GOMEZÊZLOANÊ

244 WATER ST.
NEW YORK





Metal Compact Boxes

We manufacture metal compact boxes in the way you want and make delivery when you want.

ALL METALS—ALL SIZES—ALL FINISHES

Write for samples and prices.

THE BRIDGEPORT ROLLING MILLS, Inc. BRIDGEPORT, CONN.



PECHE D'OR

Bathing Beauty Paste

The latest creation of Monsieur Guasch.

A miracle shade that bathing beauties will insist upon having.

Waterproof—Permanent

Put up under your name.

Sample and price to reputable perfumers only.

No samples to-Department Storeslobbers.

We sell only to reputable Perfume Houses.

Genuine

GUASCH LIP STICKS Do Build Big Business

Brilliant shades—Pure Ingredients

Also

EYE BROW PENCILS COSMETIQUE

Rightly Priced

MERVEILLE PUFF & COSMETIC CO . INC.

339 EAST 93rd STREET NEW YORK CITY

-"We strive for Perfection"-

ABONITA COMPANY, Inc. 134 South Clinton St. CHICAGO

COMPACT SPECIALISTS

HAND MADE FRENCH-PROCESS ROUGE and FACE POWDER COMPACTS

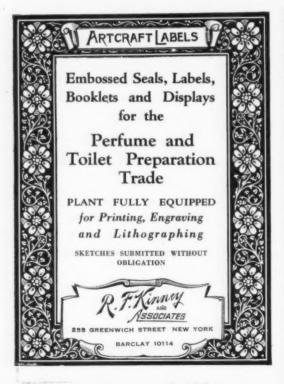


LIP STICKS COSMETIQUE EYEBROW PENCILS

PRIVATE BRANDS EXCLUSIVELY

QUALITY PRODUCTS—PROMPT SERVICE IMMEDIATE DELIVERIES





Franchise for Life Salesmen Why Not

Salesmen now calling on drug trade, general stores, beauty parlors, barbers, grocery trade, can materially increase their income without additional effort or expense.

Our line is to be nationally advertised.

Not a make-shift proposition, but something substantial. Your life-time opportunity. Repeat sales will give you a lucrative year-around business on items that have no competition, and yet are in every day demand in every household.

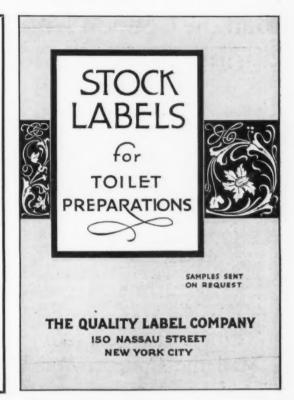
Manford Pharmacal Co.

Dept. I 1311 S. Broadway, St. Louis, Mo.

VANILLA BEANS

THURSTON & BRAIDICH

27 CLIFF STREET NEW YORK



Samples Attractively— Convincingly Displayed

Bring More and Bigger Orders



Here you get the combined efforts of skilled specialists of 25 years' experience in perfecting the Sample Case.

11

e

KNICKERBOCKER CASE COMPANY
224 N. Clinton St. Chicago

World's Leading Sample Case Manufacturers

Your Inquiries Solicited

PRIVATE BRAND TOILET SOAPS



Manufacturers of

Powdered-Chip-Liquid Cocoanut Oil Base-Shampoo Soaps

J. Eavenson & Sons, Inc., Camden, N.J.

Mail the Coupon Now

JOHN HORN, Seals

837-839 TENTH AVE., NEW YORK, N. Y.

Kindly send me a sample package of your seals.

Address



Beautiful seals attract attention to the package no matter where it is displayed, on the shelves, on the dealer's counter, or on milady's dressing

Horn's seals are created by artists who have spent many years in helping other perfumers improve the appearance of their packages. The same appeal they have won for others they can win for you. Many new ideas for seals will be suggested for those in the small package which suggested for those in the we will mail you on request.

[OHN HORN.]

Mail the Coupon Now



PFALTZ & BAUER, Inc.

300 Pearl Street

New York City

A. MASCHMEYER, JR. Amsterdam ROSE CENTIFOLIA-JASMIN WHITE "E." ETC

E. DE HAEN A. G. Hannover Methylanthranylate - Acetophenone - Chlorophyll

LIENAU & Co. Uerdingen TERPINEOL. C. P.

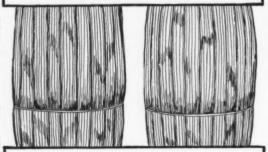
E. SACHSSE & CO. Leipzig Oil Orris Liq. 10 Fold-Oil Dill Seed, Etc.

Dr. F. Raschig Ludwigshafen Musk Ambrette 100%

WOLL WAESCHEREI & KAEMMEREI Hannover "Golden Fleece" Lanoline



Varieties



J. N. LIMBERT & CO., Inc.

12 South Marshall St. PHILADELPHIA





THEODOR LEONHARD WAX CO., Inc.

Haledon, Paterson, N. J. ESTABLISHED 1852



Specialties

Pure White Sun Bleached Beeswax Pure Refined Yellow Beeswax

Specify "T.L." Brand Pure White Sun Bleached Beeswax. Guaranteed under Food and Drug Act, June 30, 1906. Serial No. 4068.

Write for samples

Long Distance Tel. Lambert 8183

SUPERIOR COMPACT PUFFS

......

Creating Puffs of Superb Quality which exemplify the unique artistic refinement of your exclusive package is our specialty.

May we have your request for samples and quotations?

Furlager Manufacturing Co. 67 East 8th St. New York, N. Y.

"We lead in quality"

Exclusive Distributors of

Novelties

Perfume Bottles Metal Stoppers Perfume Labels

up to the highest grades

Agents desired throughout the United States

The Meht & Daniel Corp.

SALES AND PURCHASING AGENTS FOR MEHT & DANIEL, HAMBURG, GERMANY

1 Liberty Street

New York



Homeopathic Vials of Every Description

Manufactured by the

RUTH GLASS COMPANY

Conshohocken, Pa.

QUALITY AND MOST ATTRACTIVE PRICES



Camel Hair Brushes, Glass Rods with Cork or Cap



New Styles in Colors

Applicator Stopper Bottles

—Lowest Prices

Write for Samples

BENTON, HOLLADAY & CO., 444 W. 26th St., New York, N. Y.





FROSTING LIQUID

produces a most beautiful velvety, frosted clear finish—a very simple process—immersion from three to five minutes is required—no expense to install plant—cost of frosting at least 75% less than your additional cost of frosted bottles-process is absolutely non-hazardous and no drying up—therefore, always ready for use.

Special prices on contract.

Trial quarts, \$3.00; Single gallons, \$7.50; 10 gallons or more, per gal., \$6.00 Packing Charges Extra.

L. REUSCHE & CO., 34 Union Square East, New York City

Important to Cold Cream Manufacturers-

FOR making highest quality cold cream, cosmetics, etc., use: SNOWFLAKE WHITE BEESWAX CERESINE

STEARIC ACID

PARAFFINE, HIGH GRADE

RUSSIAN WHITE OIL **SPERMACETI**

An increasing number of perfumers prefer our waxes above those offered anywhere else in the world.

Write for Samples and Prices.

E. A. BROMUND CO. 258 Broadway, New York, N. Y.
Frank B. Tracy, Agent, 8 So. Dearborn St., Chicago, Ill., C. L. Iorns, Agent, 826 Clark Ave., St. Louis, Mo. Factory: Elmsford, N. Y.
The Raymond Company, 149 California Street, San Francisco, Calif.



WEEKS AUTOMATIC DOUBLE LABELER

applies 120 labels per minute to these powder boxes. All types bottles and containers labeled with speed and neatness. Send us samples. We will submit estimates.

McDonald Engineering Corp.

416 West 33d Street, New York, N. Y.



Absolute Brilliancy Increases Sales

SEITZ ASBESTOS FILTERS

GRAVITY and PRESSURE MODELS-ALL SIZES-AUTOMATIC

Ideal for

Perfumes, Toilet Waters, Hair Tonics, Pharmaceuticals, Flavoring Extracts, Etc. Write for Full Particulars

PHILIPP WIRTH

12 East 15th St. Phone: Stuy. 1180

NEW YORK, N. Y.

A Charming Feature



A CHARMING feature of Rowell Paper Boxes is the soft, rich tone of the coloring. It blends readily with all accourrements on the dressing table.

E. N. Rowell Co., Inc.

Batavia, N. Y.

New York Sales Office: THE BRISTOL INDUSTRIES, INC.

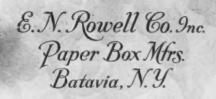
41 Park Row, Room 805 Telephone: Cortlandt 1574-5



107 P



97 P





Our Latest Novelty Vial

1 dram capacity.

PRICES: Plain Finish, \$4.00 per gross; with Cut Design, \$6.00 per gross (corks included).

SAMPLES: Plain, 50c per dozen; with Cut Design, 75c per dozen.

Unique Miniature Perfume Vials

We have a large line of distinctive miniature vials noted for their ability to speed up sales. It will pay you to get in touch with us.

Designs to Order

Our special order department is fully equipped to furnish containers according to your own specifications, or we will make up designs for you. Write Today.

GLASS PRODUCTS CO., VINELAND, N. J.



MOLE PRODUCTS

Have given the trade the utmost in satisfaction for nearly 40 years. Selection of the highest types in raw materials combined with formulas of long proven merit and skillful specialists enable us to supply products of a very superior quality. We invite your inquiries on any of the following in which you may be interested.

SHAMPOO LIQUID, PASTE and BASE-LIQUID SOAP-SHAVING and TOILET SOAPS—SHAVING CREAM—FACE CREAMS

Also a large line of especially high grade preparations for Beauty Parlors. All of these products can be furnished in bulk or packed in containers ready for your private brand labels.

AMOLE SOAP CO. Tippecanoe City, Ohio (14 miles north of Dayton, Ohio.)



MAKERS OF SOAP NEARLY HALF A CENTURY

HARRAL SOAP COMPANY, Inc.

Address Mail- Hawtree Creek Road, Woodhaven, New York City. Office and Factory-From Hawtree Creek Rd. to 123d St., near Rockaway Boulevard, Woodhaven, N. Y. City.

SHAMPOO BASE LIQUID TOILET SOAP SHAMPOO PASTE POWDERED SOAPS — COCOANUT and CASTILE LIQUID SHAMPOO SURGICAL GREEN SOAP TOILET SOAP BASE in BARS and FLAKES FLOATING BATH SOAP

CASTILE SOAP-U. S. P. BARS and CAKES



GLASS VIAI

Automatic Machine Made, Are Uniform in Capacity, Corkage, Height and Width



Adapted for the Perfume

VINELAND, N. J. CHICAGO, ILL. NEW YORK, N. Y.

COVER

NEW CREATIONS JUST RELEASED. SPECIAL PAPERS DEVELOPED FOR EXCLUSIVE USE BY YOU.

BEAUTIFUL GLASSINE IN MANY NEW DESIGNS. WRITE FOR SAMPLES AND GET THE NEWEST WITHOUT OBLIGATION.

MATTHIAS & FREEMAN PAPER

117 N. SEVENTH STREET

PHILADELPHIA

Vials Perfume



Clear or Striped Glass

With or without Metal Caps

ERNST RIEGE & CO.

Arnstadt (Thur.) **GERMANY**

APER BOXES for PERFUMERS

HAND and MACHINE MADE

Distinctive Designs for Face Powders, Toilet Preparations and Perfumes.

THE ROBERT NEUMANN CO. 1401-1411 Plum St. Cincinnati, Ohio

Reduce Your Productive Costs On Filling and Corking



WITH SAMCO

Vacuum Filling and Corking Machines. Write for descriptive literature.

STANDARD AUTOMATIC MACHINE CO. Clinton Avenue South, Rochester, N. Y.

Bright Mirrors That Will Not Tarnish

Made by a special process— Clearest grade glass used

Mirrors and Base Glasses for Perfumers'Use

Write for Samples

Reliable Mirror Works 195 Chrystie St. New York, N. Y.

Shampoo Base

CLIFTON CHEMICAL CO., INC. CLIFTON BLDG. N. Y. C.

Make a Perfect Mixer Out of Any Vessel

C LAMP a lightnin Portable Mixer to the side of your present tank, kettle or crock, and in five minutes you have converted an ordinary vessel into a mixer that will mix any liquid at about 1/10 the cost of hand

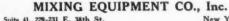
Not only that, but you have a machine which will mix fluids more thoroughly than beaters, paddles and similar devices.

Lightnin Mixers have a double action—one downward, the other diagonal. Furnished in nine sizes to ward, the other diagonal. They drive the heavier in-

gredients up from the bottom of container in a crosswise direction and give the complete turnover essential to perfect mixing.

Being portable and having a telescopic shaft which of any depth, one machine can be used in vessels of any depth, one machine can be used in vessels of different sizes in different parts of the plant.

Our interesting Booklet No. 41 sent on request.



New York City Suite 41, 229-231 E. 38th St.

LIGHTNIN PORTABLE **MIXERS**





Direct Connected Motor. Fills Uniformly. Adjustable for Different Quantities.

> GEORGE G. RODGERS 29 E. Mulberry St. SPRINGFIELD, OHIO

Filtration is important

To filter or not to filter is a prob-lem that can seldom be answered offhand. The tendency to develop cloudiness and precipitates in hair tonics and lotions has been cor-rected by proper filtration. Crys-tal clearness has been produced in shampoos and liquid soaps in the same way.

Filtration adds little to the cost of a product. If it will help your products in any way you want to know about it. We have laboratory facilities for filtering samples that produce typical factory results. You are invited to consult us on filtering problems without obligation.

T. SHRIVER & COMPANY

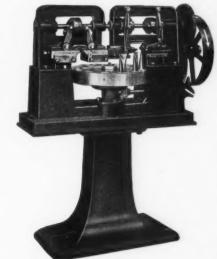
890 Hamilton St., Harrison, New Jersey

The filter cloth used is just as important as the filter press. We are in a position to supply filter paper or filter cloth, especially woven for filter press work, at very close prices.

Ask us to quote on your filter cloth requirements.

SHRIVER FILTER PRESSES

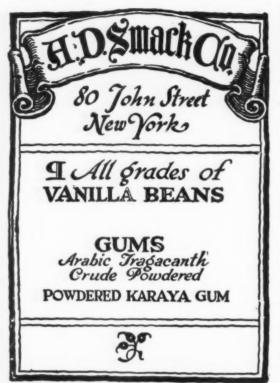
STRONG & DEPENDABLE



STOKES **CLOSING & CLIPPING MACHINE**

Send for Circular. F. J. STOKES MACHINE COMPANY

6112 Tabor Road, Olney P. O.



CLASSIFIED ADVERTISEMENTS

The rate for advertisements in this section is 50c. per line per inserting. Please send check with copy. Address all communications to PERFUMER PUB. OO., 14 Cliff St., New York.

BUSINESS OPPORTUNITIES

Will invest up to \$10,000 for half interest or will purchase outright, an established Toilet Goods business. The advertiser has had both manufacturing and selling experience. Address B. O. No. 1256, care of this journal.

For Sale—Going hand soap business, brand on the market 15 years. Supplying leading chain systems. Trade marks, mixing and filling machines, stock and orders will be turned over to purchaser. Address B. O. No. 1254, care of this journal.

Wanted—Second-hand Colton, Stokes or any other reliable tube filling, closing and clipping machine. A-1 condition. Give full particulars and price. Leading Perfumers, 2487 Second Ave., New York City.

For Sale—Keifer Belt conveyor, standard type, sectional unit construction, 75 feet long, belt 18 inches wide, only used 7 months—good as new. Address B. O. No. 1240, care of this journal.

Wanted to Purchase—A practical and thoroughly reliable formula for a non-alcoholic dental cream, containing a soap and chalk base to be manufactured on a large scale. Must stand up and ribbon from tube under hot and cold conditions. Address B. O. No. 1241, care of this journal.

(Continued on page 126)



1924

pur-The

peri-

arket arks, rned this

recon-

fum-

onal

only 240,

able

Soap

ndi-

COLLAPSIBLE TUBES & CONTAINERS



ALUMINUM SCREW CAPS, SHAVING STICK BOXES ETC.
FOR YOUR CANADIAN TRADE

We Make a Specialty of These Soaps

UNIFORMITY of your LIQUID TOILET SOAP and SHAMPOO will enable you to increase your business.

BUCKEYE BASE SOAP will produce a liquid soap or shampoo that will be uniform in every respect. An exacting chemical analysis insures the uniform composition of these soaps.

LIQUID SHAMPOO SHAMPOO BASE SOAP SHAMPOO PASTE LIQUID TOILET SOAP TOILET BASE SOAP SURGICAL GREEN SOAP

WRITE FOR SAMPLES AND PRICES

THE DAVIES-YOUNG SOAP COMPANY

DIRECT IMPORT FROM RÉUNION

Write us for

GERANIUM, VETYVER, YLANGS, PATCHOULI

Quality Guaranteed
Everything concerning Perfumers and Soapmakers
Absolute and Concrete Essences of Flowers

SOCIÉTÉ SIPA

18 Rue Falque

MARSEILLE, FRANCE

Cable Address: SIPAROM MARSEILLE



HARD-WHITE-ODORLESS STEARIC ACID

MADE WHITE

PACKED TIGHT

DELIVERED RIGHT

Pure Stearic Acid in Convenient Size Cases RUB-NO-MORE CO. FORT WAYNE, IND.

PURITY UNIFORMITY and RELIABILITY

are a few of the imperative qualities of



LANOLINE

Manufacturers since 1914.

тне **В & W** со.

Bopf & Whittan

Elizabeth, N. J., U. S. A.

(Continued from page 124)

BUSINESS OPPORTUNITIES

Wanted—Used Colton Filling and Clipping Machine, also Fuchs & Lang used Tube coating, and also printing machine. State lowest price. Address B. O. No. 1255, care of this journal.

HAVE READY CASH TO PURCHASE

toilet preparation manufacturing concern. Will consider buying part interest, or outright. Active or inactive. Must be well reputed, and can stand strict investigation. Address B. O. No. 1242, care of this journal.

For Rent—reasonable—fully equipped place, desirable location in Chicago—for manufacturing of all kinds of puffs. Splendid opportunity for anyone wishing to develop puff business. Address B. O. No. 1244, care of this journal.

Want to Buy—Day mixer, medium size. Address B. O. No. 1251, care of this journal.

Want to Buy—Job Lots vanity cases, puffs, bottles stopers and any empty containers. Address B. O. No. 1252, care of this journal.

For Sale—Improved formula for compacts and rouge, Address B. O. No. 1253, care of this journal.

SITUATIONS WANTED

Sales Managers—Do you want a salesman who can offer your house a larger and ever increasing volume of business throughout the New England and surrounding territory? One that has a following with the perfume, barber supply, wholesale drug, manufacturing chemists and extract trades. If you have a place on your staff for a producing salesman and the quality of your products is unquestionable, service and co-operation proper, address S. W. No. 1248, care of this journal.

(Continued on page 128)



ESTABLISHED 1890

FOREIGN—TAL C-DOMESTIC

KAOLIN ZINC OXIDE MAGNESIA CARBONATE SOAP POWDER ZINC STEARATE PREPARED CHALK

PRECIPITATED CHALK

Light, Medium, Heavy, Dense and Free Flowing

STARCH

INFUSORIAL EARTH

WHITTAKER, CLARK & DANIELS, INC.

245 Front St.

New York

chine,

care

ctive.

e los of velop

rnal.

stop-1252,

ouge.

offer

iness

ory?

pply, ides. man **(a)**

0

H

Beautiful Vanity Puffs

The steady growth of our business is sound indication that the trade appreciates the service we render in the manufacture and prompt delivery of all kinds of vanity puffs.



French Powder Puff Co.

110 Ridge St., New York

We Specialize in Exclusive Seals

WE specialize in the creation of distinctive, original seals which insure sales and bring repeat orders. Let us figure with you on your next order.

Write for samples

ATLAS LABEL CO., 119 Lafayette St., New York

THE TWITCHELL PROCESS

THE STANDARD METHOD OF

DEGLYCERINIZING

THROUGHOUT THE WORLD

Kontakt Saponifier

FOR HIGH GRADE FATS

Kontakt D. P. Saponifier

FOR LOW GRADE FATS

The Twitchell Process Co.



THE Best Values
are to be had from
dependable Specialist in Metal Boxes.

I am the pioneer in furnishing Metal Boxes for Compacts to the Trade.

New and classic designs with push button catch—best one produced.

H. L. HEITER

200 Fifth Avenue
Phone Gramercy 3221
New York City





(Continued from page 126)

SITUATIONS WANTED

Maker of good rouge and powder compacts, lip sticks, eyebrow pencils, nail polish, etc. Seeks position with reliable manufacturer. Address S. W. No. 1249, care of this journal.

Chemist with twelve years' pharmaceutical experience. Can develop formulæ and supervise manufacturing of complete line of cosmetics and toilet preparations. Address S. W. No. 1250, care of this journal.

HELP WANTED

Wanted—Salesman calling on manufacturing perfumers to carry our line of boxes, etc., as a side line. Young Bros., Inc., 722 Eddy St., Providence, R. I.

Salesmen and Representatives Wanted—To men who have a following we can offer on a commission basis to start a full line of compounded oils for perfumes and toilet water as well as imitations of all the popular French odors; also alcoholic flavoring extracts and raw materials for flavoring extract manufacturers. Through the use of a new method we can compound our product at a very low cost—so low indeed that we can meet all prices. Write in full confidence for our proposition. Address H. W. No. 1245, care of this journal.

Wanted—A large corporation requires the services of a sales manager of ability and experience, together with a knowledge of the manufacturing and selling of extracts and flavors to bottlers of soft drinks and beverages. Must have acquaintance and standing with large trade and be able to intelligently direct the efforts and energies of salesmen. Liberal salary with splendid chance of advancement for the right man. Applicants should state experience and general qualifications. Address H. W. No. 1246, care of this journal.

HELP WANTED

Salesman wanted to sell hair tonic on commission basis. Waldorf Chemical Co. 49 Seventh Ave., New York City.

Representatives Wanted—Wholesale manufacturers of facial creams, hair tonics, bay rum, toilet waters, perfumes etc., have agencies open for energetic men calling on the trade. What can you sell? Address De Milo Laboratories, 127 Opera Place, Cincinnati, Ohio.

Salesmen visiting toilet goods manufacturers, barbers, supply dealers, or the larger beauty parlors can add materially to their earnings by selling our compound flower oils and perfume bases. We have been established since 1918, selling goods of the highest type. Liberal commissions paid and heartiest co-operation with both the salesman and customers assured. Representation in New England, the South and Far West especially desired. Address H. W. No. 1247, care of this journal.

A Fifth Avenue Address

enhances the value of your product

BRANCH OFFICE, Desk Room or Mailing Privileges, in modern Fifth Avenue Office Building with name in N. Y. Telephone Directory, and on building bulletin and office door. In charge of Manager experienced in manufacturing and selling Perfumery, Toilet Articles and Pharmaceuticals and in buying materials for their manufacture. Thorough knowledge importing and exporting and customs work. Economical arrangements can be made. Banking and business references. Address B. O. 1243, care of this journal.



Manufacturers of Perfumers' Containers. Exclusively hand made.

> J. LANDOWNE CO., Inc. 2961 ATLANTIC AVENUE BROOKLYN, N. Y.

NEW YORK OFFICE: 404 FOURTH: AVE.

BOOKS

When you want any book on perfumes, soaps, etc, write us.

Perfumer Pub. Co.
14 Cliff Street New York

HENDERSO

"Lasting Impressions"

fathe toers, eri-18 aid

us-





The attached is a representative number from our line of Stock Perfume and Toilet Preparation Labels. We will be pleased to send our complete Sample Line, consisting of approximately 1200 designs and styles, for \$2.00. This amount to be credited on receipt of your order. Our samples are now conveniently placed in book form. Write for this elaborate and extensive line.

THE HENDERSON LITHOGRAPHING CO. CINCINNATI, OHIO, U.S.A.

"Lasting Impressions"



ESTABLISHED 1858

OUR PLANT, EMBRACING 110,000 SQUARE FEET, DEVOTED ENTIRELY TO THE MANUFACTURE OF A BETTER GRADE OF ADVERTISING
MERCHANDISE IN COLORS, ON PAPER: EMPLOYING 300 SATISFIED WORK PEOPLE.

MODERN plant and organization, equipped with up-to-date machinery and advanced methods finds us ideally fitted for the production, lithographically, of an unsurpassed quality of exquisite labels and package dressings for perfume, toilet preparations, soap and kindred lines.

The great number of years which we have specialized in and devoted to the perfection of lithography of a superior character, insures every order which is entrusted to us, of expert attention from its inception until completion.

Our Service Department is at your disposal for the submission of quotations and such other information as you may desire in connection with your requirements.

Not only are we equipped to manufacture special work of every description, but carry in stock the largest and most beautiful assortments of Perfume and Toilet Preparation Labels, Candy Box Labels, Calendars, Monthly Service Cards, Kitchen Reminders, Telephone Lists, Blotters, Fans, Advertising Cards, Folders, Die-cut Novelties, etc.

The Henderson Lithographing Company

MAIN OFFICE & FACTORY

STATION H, CINCINNATI, OHIO, U. S. A.

CHICAGO

1500 NORTH AMERICAN BUILDING W.,J. HUNT, MANAGER SAN FRANCISCO

MINNEAPOLIS

NEW YORK 15-19 EAST 26TH STREET C. F. MEYER, MANAGER

WE REQUIRE THE SERVICES OF ADDITIONAL HIGH-GRADE SALESMEN.



PENNSYLVANIA COLLAPSIBLE TUBE CO.

Specialists in Small Tubes PURE TIN ONLY

495 Hepburn Street, Williamsport, Pa.

THE printing on our sample tubes is perfect in every letter. The colors are clear and brilliant. The caps fit easily. These features combine to make our tubes the powerful factor in advertising your product

that you are entitled to expect. If your product recommends itself and sales are growing without disproportionate advertising, you will find · samples the least expensive form of advertising measured in terms of new business.



Chemist Consulting

TOILET REQUISITE SPECIALIST

Complete Working PROCESS and FORMULA Furnished for CREAMS, LOTIONS, POWDERS, LIQUID SOAPS, PERFUMES

Plants Installed, First Runs Made, Research, Development, Yearly Contract Consulting Service

W. M. LINNETT, I. E.

BLOOMFIELD, N. J.

COLORS

TECHNICAL AND CERTIFIED

Technical colors for Perfumes, Soaps, Waxes, and special uses. Ask for samples. Special Service to Essential Oil Houses.

Certified Colors for Flavoring Extract Manufacturers, Bakers and Confectioners' Supplies.

INTERSTATE COLOR CO., Inc.

41 Park Row, Suite 814

New York City

TUBE CLIPS

FOR COLLAPSIBLE TUBES

Made of nickel zinc and will not rust. Eight sizes carried in stock for prompt delivery.

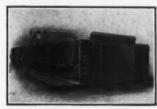
Diameter Tube-Length Clip | Diameter Tube-Length Clip 1 Inch....1 9/16 Inch 1½ "1¾ " 1¼ "1 15/16 " 1½ "2 5/16 " 13/16 Inch.... 13/16 Inch1 3/16136

THE H. C. COOK CO.

ANSONIA, CONN.

New York Office: 100 LAFAYETTE STREET

LAUNDRY BAR SOAPS



The "Proctor" Continuous Truck Dryer—a wonderfully efficient system of drying all Laundry
Bar Soaps. The bars of soap on trucks are automatically run through the dryer. Perfect surface drying is obtained with the least possible
loss of weight. Saves time, space and labor.
Send for our catalogue.

PROCTOR & SCHWARTZ, INC. Formerly The Philadelphia Textile Machinery Co., Philadelphia, Pa.



Instead of Cologne Spirits use-



C. P. 96% ALCOHOL

Neutral and odorless. Free from aldehydes. Free from fusel oil. Makes better perfume.

U. S. Industrial Chemical Co.
110 E. 42nd Street New York City

Branch offices and warehouses in all principal cities.

Established in 1835

WEBB'S ALCOHOL

Warranted U.S.P. 190 Proof

Cologne Spirits

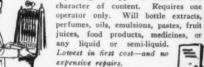
Denatured Alcohol

All Formulas

JAMES A. WEBB & SON, INC. 110 EAST 42nd STREET NEW YORK, N. Y.

Reduce Bottle Filling Costs

Fowler Semi-Automatic Vacuum Feed Bottling Machines fill accurately, from 1,000 to 9,000 bottles per hour, depending on type of machine and character of content. Requires one



Fowler Machinery and Equipment Corporation

FOWLER BOTTLING MACHINES

MIRRORS

All Sizes All Shapes

Grade A Glass

PROMPT DELIVERIES

We will be pleased to submit samples and prices upon request.

NEW YORK MIRROR WORKS

191-193 Chrystie St. Drydeck 4230 New York, N. Y.

1924

INDEX TO ADVERTISEMENTS

Abonita Co., Inc., Aeme Compact Puff Co., Aeme Hospital and Druggists' Glassware Co., Addison Litho Co., Alderman-Fairchild Co., Allen & Scns, Ltd., Stafford, Allondon, Les Usines de., Alsop Engineering Co.,	116 133 134 13 7 66 55 90	Christoff, Christo, Insert between 16 and Clifton Chemical C. Collapsible Tubes & Containers, Ltd Celton Co., Arthur. Commercial Labys, Inc Cock Co., The H. C. Cock Co., The H. C. Cosin Co	17 122 125 90 49 129 81 98	Giese & Son, August. Givaudan & Co., L. Glass Products Co. Gienco Froducts, Inc. Globe Collapsible Tube Corp. Goertz & Co., Inc., August. Gomez & Slean, Inc. Guerin-Pouyat-Elite, Ltd.	109 3 121 74 92 111 113 96
Alva Mfg. Co. American Can Co. Frent Cover and American Lanolin Corn. American Machinery Co., Inc. American Perfumers' Laboratories, Inc. American Perfumery Co. American Perfumery Co. Armstrong Cork Co. Atlantic Mfg. Co. Atlan Label Co.	99 109 88 77 134 121 81 64 127	Davies Young Soap Co. Day Co., J. H. Deionge & Co., Louis. Delphi Products, Inc. De Luxe Art Metal Corp. Itennisch Mfg. Co. Derode Fréres, P. & P., & Damman, Inc. Descollonges Freres. Dhumez et Cie, Pierre. Diller, Go. K.	125 93 107 15 112 132 68 59 54 103 35	Harmil & Gillespie. Harrall Soap Co. Heine & Co Insert between 24 and Heiter, H. L. Henderson Lithographing Co., Holladay & Co., Insert between 128 and Holladay & Co., J. L. Horak Mig. Co. Horn, John Hortus-Nerolium	110 121 25 127 129 119 133 82 118 56
B. & W. Co., The	126- 20 103 95	Dreyer, P. R	29 72	Hoshi Pharmaceutical Co	86
Berg, Ind. Alc. Co., David. Bertrand Freres Bischoff Co., Inc., Ernst. Boake, A., Reberts & Co., Ltd. Bond Mfg. Co. Brass Goods Mfg. Co. Bridgeport Metal Goods Mfg. Co. Bridgeport Rolling Mills, Inc.	17 35 105 62 14 110 8 114	Eavenson & Son, Inc., J. Economic Machinery Co. Eddy, H. W. "The Bond Man". Ermold Co., Edward. Essenflour Products, Ltd. Essential Oil Co. Euziere & Co., H. Insert between 48 and Evergreen Chem. Co.	117 85 57 93 122 56 49 51	Illinois Glass Co. Immortelle Laboratories, Inc. Imperial Metal Mig. Co. Innis, Speiden & Co. International Filler Corp. International Filler Corp. Interstate Color Co. Ising Corp., C. E.	65 108 64 25 91 129 39
Bristof Industries, Inc. Rromund Co., E. A	134 120 37 17 99 38 113 26	Federal Products Co. Felton Chemical Co. Filler Machine Co., Inc. Filler Machine Co., Inc. Florasynth Laboratories. Inc. Fowler Machinery and Equipment Corp. Fox & Clarke Co., Inc. Fexon Co. Franks Chemical Products Co. French, Inc., Benj.	24 112 69 97 130 55 115 94 59	Kiefer Machine Co., Karl	48
Capes-Viscose Incorporated, Insert between 104 and Carr-Lowry Glass Co	105 27 37 33	French Cosmetic Mfg. Co., Inc., Insert between 64 and French Powder Puff Co. Fries & Fries Co., The. Fritzsche Brothers, Inc. Insert between 8 and Fritzsche & Co., Franz. Furlager Mfg. Co.	65 127 6 9 72 119	Laning, E. M., Co., Insert between 48 and Lautier Fils 1sert between 48 and Lautier Fils 52 and Lemoine, Inc., Pierre Leonhard Wax Co., Theodor 1cyy, Maurice Lienau & Co 45 and	49 43 53 44 118 50 118

PURE and DENATURED ALCOHOL

For Manufacturing, Industrial, Scientific and Technical Purposes

U. S. INDUSTRIAL ALCOHOL CO.

Largest Producers in the World

Executive Offices: 110 E. 42nd Street, New York

Sales Offices and Distributing Warehouses

Baltimore Boston

New York Philadelphia Chicago Kansas City, Mo. St. Paul, Minn. Cleveland St. Louis New Orleans

Pittsburgh

Cincinnati Peoria, III.

THE QUALITY WHITE MINERAL OIL

For toilet preparations and cosmetics



Absolutely Colorless, Tasteless and Odorless

If you are experiencing any difficulties with your formulae, allow us to assist you. Our representative will call on request.

Address only

CHEMICAL PRODUCTS DIVISION STANDARD OIL COMPANY (NEW JERSEY)

7 HANOVER SQUARE, NEW YORK



SEALS that appealand sell



EXQUISITELY created seals of rich and delicate appearance appeal to the fem-

Dennison makes such seals - distinctively designed to symbolize the high quality of the product, to allure the eye, and to invite purchas

You know how strongly appearance influences sales. Dennison can suggest a sales-building seal for you. An assortment of samples awaits your coupon. Clip it now.

DENNISON MFG. CO., Dept. T2, Framingham, Mass.

Please send me samples of Dennison distinctively designed Please senume seals. I am interested in state quantity here

Address

HELIOTROPE L. C.

(Liquid Concrete)

Lb. \$6.00

Trial oz. \$.45

HAVING the flowery character of the Heliotrope Blossom to a remarkable degree. More than twice as strong as either the crystals or the amorphous or concrete Heliotropine.

Send for our catalog of 500 Compounded Flower Oils and Perfume Bases.

UNITED LABORATORIES

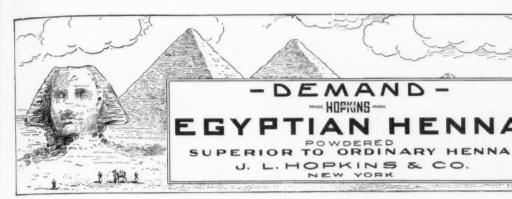
PERFUME BASES

Natural and Synthetic Materials for Perfumers and Toilet Goods Manufacturers.

15 South William Street

New York, N. Y.

1924



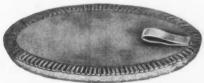
INDEX TO ADVERTISEMENTS-Continued

Limbert & Co., J. N. Linnett, I. E., W. M. Lorscheider-Schang Co., Inc. Lueders & Co., George	118 129 96 3	Ferfumers & Jewelers Box Co Pfaltz & Bauer	107 118 83 36 78	Sonneborn Sons, Inc., L. Sopros, Société des Produits de Synthesé. Insert between 48 and Standard Automatic Machine Co Standard Oil Co	136 49 122 132
M.D. 11 Producedne Com	120	Plumly, Eugene K	100	Standard Specialty & Tube Co	100
McDonald Engineering Corp	10	Plymouth Organic Laboratories	101	Stanley Mfg. Co. Insert between 72 and	73
	73	Polak & Schwartz. Insert between 40 and	41	Stokes Machine Co., F. J	123
Majestic Metal Specialties	116	Proctor & Schwartz, Inc	129	Stummer, Jos. L	104
	47			Swindell Bros	31
Marey & Cie	118	Quality Label Co	117	Synfleur Scientific Laboratories,	
Mathieson Alkali Works, Inc	67	Quanty Later Co	441	Insert between 4 and	5
Matthias & Freeman Paper Co	122				
Meht & Daniel Corp., The	119	Randolph Paper Box Co	80	Thurston & Braidich	117
Mero & Boyveau, J	15	Read Machinery Company	92		111
Merveille Puff & Cosmetic Co., Inc	115	Refillable Puff & Novelty Co	113	Todd Co., A. M	19
	12	Reich-Ash Corp., The	75	Tombarel Freres	23
Metal Package Corp	135	Reliable Mirror Works	122	Turner White Metal Co., Inc	76
Millville Bottle Works	32	Reusche, L., & Co	120		127
Mixing Equipment Co	123	Rhodia Chemical Co	16	Twitchell Process Co	Lat
Monarch Nusbaum Paper Box Co., Inc.	111	Riege & Co., Ernest	122		
Morana Incorporated.	444	Ritchie, W. C., and Company	135	Ungerer & Co Inside Front and	
Insert between 16 and	17	Robertet & Co., P.,		Back Covers, 30 and	66
Morel & Co	43	Insert between 16 and	17	United Laboratories	132
Morgan & Co., Clarence	102	Rodgers, George G	123	U. S. Ind. Alc. Co	131
Mühlethaler, S. A., Th18 and	94	Rognetta, Salv di Deo,		U. S. Ind. Chem. Co	130
Minimizer Cr. 241 2 Million Co. Mini		Insert between 16 and	17		
		Rose, Carl	134	W. L W. C.	
Naarden Chemical Works, Ltd	34	Rossville Co., The Insert between 96 and	97	Valmont Mfg. Co	68
Nadal Despartment & Cie	56	Boure-Bertrand Fils, Inc	28	Van Ameringen, A. L46 and	47
Naef & Co., M Inside front cover and	66	Rowell Co., E. N.,		Van Dyk & Co	21
National Packaging Machinery Co	91	Insert between 120 and	121	Van Dyk, L. A	124
Neumann-Buslee & Wolfe, Inc	106	Rub-no-More Co	125	Verger & Cie., Leopold	135
Neumann Co., The Robert	122	Ruth Glass Co	119	Verley, Albert	
New England Collapsible Tube Co	33	Ryland, H. C	134	Victor Metal Prod. Corp	100
New York Mirror Works	130			Vietor & Hosken	103
Northwestern Chemical Co	98	C-111 C 8 D-11- II I-1	20		
		Salikof & Belle Hovey Lab	116	Wangler-Budd Co., Inc	41
Orbis Products Trading Co18, 19 and	94	Schnid, Julius, Inc	116	Webb & Son, James A	130
Oxzyn Company	58	Schmoller & Bompard	72	Weimann Bros., Mfg. Co., The	8
and comband	_ 00	Scovill Manufacturing Co	63 89	Western Cartridge Co	4.
		Sherwood Petroleum Co., Inc		Wheaton Co., T. C	
Pallas Mfg. Co Insert between 56 and	57	Shipkoff & Co	101	Wheeling Stamping Co	10.
Pappazoglou & Co., Botu. Inside Front	over	Shriver & Co., T	123	White Metal Mfg. Co	4
Parento Compagnie		Sierra Tale Company, Insert between 88 and	89	Whiting-Patterson Co., Inc	10
Parsons, M. W	101		124	Whittaker, Clark & Daniels, Inc	12
Passaic Metal Ware Company		Smack Co., A. D	16	Wirth, Philipp	12
Perpendical College Perpendical College Perpendical College Perpendical College Perpendical College Perpendical College Perpendical Perpen	108	Société Linnerie	56	Wirz, Inc., A. H.,	
Pennsylvania Collapsible Tube Co	129		125	Outside Back Cover and	1
Pennsylvania Oil Co	134	Société Sipa	143		
Pennsylvania Soap Co	114	Solar Laboratories, Inc.,	57	7inn Cimon Too	4

When Competition is Keen-

Acme Vanity Puffs Will Go a Long Way in Helping You Hold Your Trade

Acme Compact Puff Co.



500 N. Dearborn St. Chicago,

III.



You are, of course, interested in a good

NARCISSUS

We have it, and reasonably priced. Communicate with us for sample.

Also

SYNTHETIC NEROLI ROSE JASMIN

MANUFACTURERS

IMPORTERS

EXPORTERS

ESSENTIAL OILS

AROMATIC CHEMICALS 52 LAIGHT ST.

NEW YORK

Chicago Office: 2704 Greenview Avenue

Donald M. Smith, President.

Bristol Industries, Inc.

MANUFACTURERS SALES AGENTS

Peerless Tube Co.-Collapsible Tin Tubes (Plain and

decorated)

J. M. Raffel Co.—Fine Paper Boxes.
J. M. Raffel Co.—Corrugated Fibre Shipping Cases.
Bishop Calculating Recorder (Calculating Recorder for Factory Cost Keeping).

Room 805

42 Park Row, New York, N. Y. Telephone Cortlandt 1574-5

BOTTLES, JARS, CORKS, Perfume Bottles, Massage and Cold Cream Jars of Every Description

Laboratory Supplies—Filter Paper—Wool Filter Bags—Funnels, Graduates, etc. We carry a stock of a considerable variety of different styles of Bottles and Jars—Sprinkler Tops—Corks—Collapsible Tubes. No order too small—Prompt and careful attention given to orders regardless of size. Ask for Prices and Samples before you buy

Private Mould Ware Our Specialty

Acme Hospital & Druggists Glassware Co. 317 Pearl Street, New York City Near Beekman Street Phone Beekman 7260-7261

SUPERFINE SHAMPOO

We have the finest cocoanut oil Base for making shampoo. Complete formula for the asking.

SUPERFINE HAIR CREAM

A wonderful hair dressing. Not an oil. Can be remelted. Write for sample.

We also have a full line of White Mineral Jellies, Petrola-tums, White Oils, etc.

Pennsylvania Oil Company Chicago, Illinois 412-420 N. Western Ave.

Let us quote on making your creams under your own labels

All Milk Rolling Massage Cream Vegetale Lemon Rolling Massage Cream Cold Cream, Rose or Lemon Greaseless Cream

Send for samples and prices.

AMERICAN PERFUMERY CO. 188 Grand St. New York, N. Y.

<u>មើលរួមរូបរាជាស្រាស់ ស្រាស់ ស្រាស</u>



NOVELTY!

Perfume bottles with screw cap with syringe mechanism, in all sizes.

Perfume bottles, white and colored, stoppered, with cap, metal cases or wooden boxes.

CARL ROSE

Special manufacturer of scent and Perfume bottles

GEHREN in Thuringen GERMANY

1924

1

Revolving Lip Stick Cases



A CCURATELY machined containers in metal and Galalithe for all varieties of cosmetics.

Special models designed to your needs. Our prices are moderate.

We seek representatives in all parts of America.

LEOPOLD VERGER & CIE

61 Faubourg Poissoniere
PARIS - FRANCE

Toilet Waters

Under Your Own Name and Brand

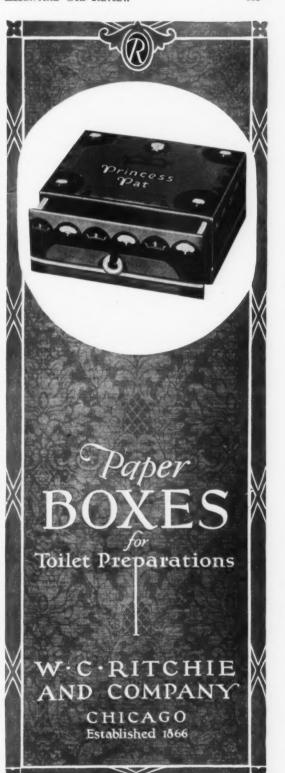
We specialize in the manufacture of highest grade toilet waters and hair tonics for the trade.

· Write for Samples and Prices

S. MILLER

101 Water St.

New York, N. Y.



What is raw material to you is highly finished product to us

Y OU are proud of your product. It is as good as you know how to make it. But you are dependent upon the skill and integrity of someone else for the quality of your raw material.

We make the products listed upon this page. To you they may be raw materials. To us they are finished products, turned out with highly technical skill and painstaking care. We are proud of them—as you are of your product.

Obtaining raw materials from carefully tested sources only, processing them completely in our own refinery, each step in our manufacturing and refining processes is conducted by skilled operators under the careful scrutiny of exacting chemists.

The care exercised results in uniform high quality, the U. S. P. Products far exceeding the requirements of both the United States and British Pharmacopoeias.

L. Sonneborn Sons, Inc.

114 FIFTH AVENUE

NEW YORK CITY



AMALIE



BRAND

PETROLATUMS U. S. P.

P-1 WHITE OIL (a cosmetic oil)
MEDICINAL WHITE OILS U. S. P.

P-2 WHITE OIL SNOW WHITE MINERAL JELLIES

Stocks of the above are carried in principal cities.

OIL GERANIUM "ROVIGO"

HUGUES AINE

It is essentially futile to attach the cognomen "Rose Geranium" to an oil unless it has inherent in it the inimitable rose odor which is characteristic only of the finest product of Algeria.

Not all the geranium oil produced in Africa merits such an appellation. Minor differences of climate, soil, cultivation and selection affect the quality even when there is no adulteration.

OIL ROSE GERANIUM "ROVIGO" is a true Rose Geranium, distilled under the most favorable conditions from selected leaves grown in the famous Rovigo district where soil and climate unite to give the finest oil producible.

Even a casual comparison with other grades of African and so-called African geranium oils will suffice to demonstrate the unique superiority of Geranium "Rovigo."

HUGUES AINE UNGERER & CO.

GRASSE NEW YORK

Copyright 1923, Ungerer & Co.

LIES



A.H. WIRZ, Inc.

CHESTER, PENN.

COLLAPSIBLE TUBES and SPRINKLER TOPS.

SEE PAGE 11. 2013

THE ADDISON LITHOGRAPHING CO.

